The American Artisan
And Hardware Record

Vol. 57. No. 25. CHICAGO, JUNE 19, 1909. $2.00 Per Year.

TURN BUCKLES

A full line of Bolts, Bolt Ends, Rivets, Lag Screws, Nuts, Washers and Carriage Hardware.

COLUMBUS BOLT WORKS,
COLUMBUS, OHIO.

GET THE LIVE LINE
"AMERICAN SEAL"
Elastic Oil Roofing Cement, Stove Putty and Asbestos Furnace Cement

For Furnaces, Stoves, Ranges and Roofs.
Jobbers write today for prices.

...The...
Wm. Connors Paint Mfg. Co.
Maker. TROY, N. Y.

Western Agents: Friedley-Voshardt Co. 194 Mather St., Chicago, Ill.
Southwestern Agents: Stockhoff Supply Co., 107 N. Main St., St. Louis, Mo.

Iwans' Volcano Revolving Chimney Top

Sizes 6 to 12 inches. Sold by jobbers of Hardware and Tinners' Supplies.

Notice one of its **Strong Features.** The upward sloping opening in back of hood creates a constant upward draft, no matter how depressing the atmosphere.

You need it for some of your customers' chimneys.

Send postal for catalogue.

IWAN BROTHERS
Mfrs. of Hardware Specialties
SOUTH BEND, IND.

"To discontinue an advertisement," says Ex-postmaster-General John Wanamaker, one of the largest advertisers in the world,—and, naturally enough, one of the most successful business men,—"is like taking down your sign. If you want to do business you must let the people know it. I would as soon think of doing business without clerks as without advertising."

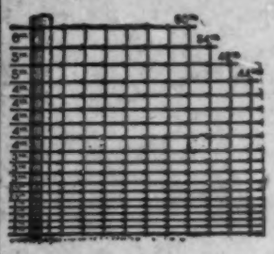
"NEVER-BREAK"
TRADE MARK

Catalog Free

"NEVER-BREAK"
STEEL SPIDERS, GRIDDLES AND KETTLES

WILL NOT Scale Off like cheap enamel.
WILL NOT Scorch or Burn like light fry pans and skillets.
WILL NOT Absorb Grease or Flavors like cast iron.

THE AVERY STAMPING CO.
CLEVELAND, OHIO
Sole Manufacturers
"NEVER-BREAK" Goods

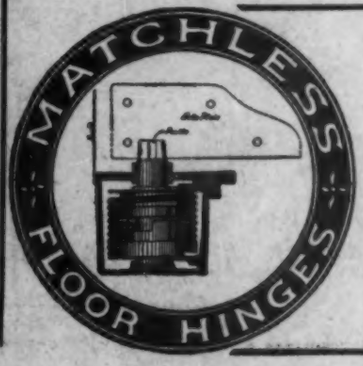


The Denning Fence

¶ Is the Fence that pleases your customer. It is made on scientific and practical principles. It is made in various sizes, weights and meshes, for stock, hogs, poultry and rabbits.

Write for catalog and prices on Lawn and Cemetery Fencing, Gates, Barb Wire, Nails, Staples, Portable Corn Cribs and Grain Bins.

The Denning Wire & Fence Co., Cedar Rapids, Iowa.



MATCHLESS

Spring and Pivot Hinges, Floor Hinges, Jamb Hinges and Hardware Specialties

☞ The Matchless Jamb Hinge is well made of either steel, brass or bronze metal, single and double acting, in all sizes and finishes—for light and heavy doors. Our goods are all of the highest quality. If your jobber cannot furnish them, write us.

LAWSON MFG. COMPANY
40 Dearborn Street, CHICAGO, ILL.

Heights 45, 46 and 47 inches

WE ARE STILL AT IT

This season we offer the trade

Six Etna Jr. Furnaces for $200, F. O. B. most anywhere

This is the assortment:

3	20 in.	firepot	furnaces,	heavy	18½ in. grates
2	22 "	"	"	"	20½ " "
1	24 "	"	"	"	22½ " "

The above prices are for 14 gal. steel radiators. For cast radiator add 12%.

Furnace is built as shown. Has two-piece firepot and return flue radiators. They weigh 15% more than most furnaces of this type.

Question.—How do we do it?
Answer.—We make them in Pittsburgh.

Orders booked now for delivery this fall

Stove & Range Co. of Pittsburgh

Good Values in Stoves **Pittsburgh, Penna.**

Superior Furnaces Imperial Boilers

"The Coal Savers"

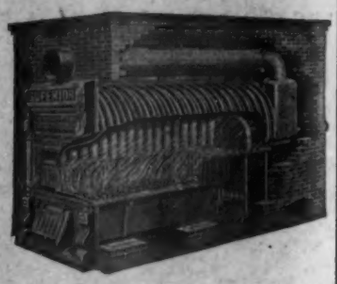
The Line for every ambitious heating contractor to handle for 1909 and 1910 and every other year.

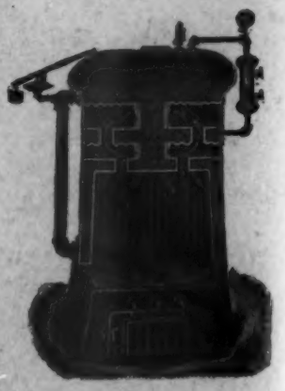
Prompt shipments at all times from either Utica or Chicago Stocks.

Utica Heater Company

Utica, N. Y.

Chicago Branch, 105 Lake St., Chicago, Ill.





The Symbol

A New Air Tight Heater for Coal or Wood

This is a fine large heater, made of the best materials by skilled workmen and is bound to satisfy all the time.

CONSTRUCTION

Draw center grate for coal or wood. Heavy cold rolled steel body. Cast top with large 8-inch cover. Large square feed door 10½ x 12½ inches. Heavy cast bottom, deep hearth with ash pan. Heavy cast outside lining, 8 inches high, which answers for a fire-pot and prevents the steel jacket from warping.

This heater will hold fire as long as any stove made. It is well dressed, the name plate, rings, foot rails, draft damper and urn top being handsomely nickeled.

THE SYMBOL is without an equal on the market for this class of heater.

Write for our complete catalogue of Stoves and Ranges.

We manufacture as complete a line of Hard and Soft Coal Heaters and cast and steel ranges from the highest grade down to the cheapest as any other stove manufacturer in the country.

We have ready a handsome line of Steel Box Stoves (new).

Sheridan Stove Manufacturing Company

Quincy, Ill.

VAN'S

Patent Improved Wrought Steel Portable

RANGE

For Hotels, Restaurants, Public Institutions, Boarding Houses and Private Families. All kinds of Hotel Implements for culinary purposes. Manufactured and for sale by

The

JOHN VAN RANGE CO.

Southwest Corner
5th and Broadway

CINCINNATI, - - OHIO

Foster's REGAL

A Profitable Stove to Handle

¶ FOSTER'S REGAL is a good substantial Oak heater nicely finished and sells at a very low price for a stove of its class.

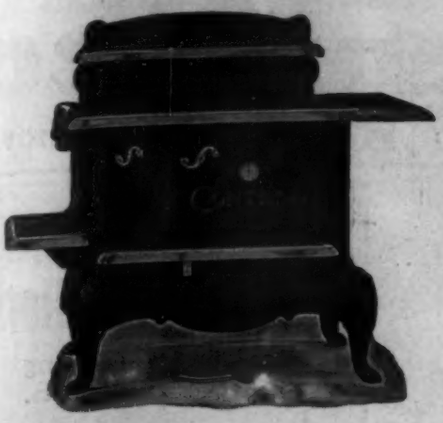
¶ It has a shaking grate with draw center, large ash pan and is surmounted by a handsome urn.

¶ The drum is made of blue polished steel.

¶ As shown by the cut the parts are nicely nickeled and the stove makes a handsome appearance. FOSTER'S REGAL is just as good as it looks

¶ We want one agent in every town and would be pleased to receive inquiries from live, progressive dealers.

The Foster Stove Company
IRONTON, OHIO



The Greatest Coke Burning Stove the World Ever Saw

CONTROL

IT WILL BURN COAL AS WELL

Send for Booklet for full particulars

Albany Foundry Company, Albany, N. Y.

The Monitor Radiator

WITH FIVE FRONT FLUES

THE ONLY STOVE OF ITS KIND MADE

Dealers are finding this their readiest and most reliable Money Maker.

This is the greatest heater and fuel saver on the market. It has ten big talking points and sells readily.

We want one agent in each town.

We guarantee **1683** square inches more radiating surface than any base burner made.

Send for complete descriptive matter.

THE MONITOR STOVE & RANGE CO.

Manufacturers

CINCINNATI, OHIO

DISTRIBUTORS

For the State of Michigan, Morley Bros., Saginaw, Mich.
For the State of Minnesota and North West, The Great Western Stove and Repair Co., Minneapolis, Minn.
For the State of Wisconsin, Morley Murphy Hardware Co., Green Bay, Wis.
For the States of Nebraska, Wyoming, Western Iowa and the Black Hills, Paxton & Gallagher Co., Omaha, Nebraska.

Perfect Light for the Country Home

DETROIT Combination Gas Machine

Here is a lighting system that not only means good profits for you but it will give the most satisfactory service to your customers.

The best light for residences, schools, churches, factories, etc., especially where city gas or electricity are not obtainable.

This system of lighting is cheaper than any other form of light and gives perfect results. A gas plant complete in itself right in the house. Perfectly safe, as fuel is stored outside of the house—endorsed by the National Board of Fire Underwriters. The gas is in all respects equal to city coal gas, and is ready for use at any time without generating, for illuminating or cooking purposes. The standard for over 40 years. Over 15,000 in successful operation.

The days of kerosene lamps are over. Why not sell this light in your community? Write for information, prices, and 72-page book "Lighting for Evening Hours."

Detroit Heating & Lighting Co., 356 Wight St. Detroit, Mich.

Faultless Malleable Ranges have the FIVE ESSENTIALS: Design, Finish, Materials, Workmanship and Durability. Write for new catalog, "Range Reasons."

Faultless Malleable Stove Works, St. Charles, Ill.

The human mind is so constructed that it is appreciably affected by repetition—and, after all, advertising is only repetition.—*Truman A. DeWeese.*

Munsell's Mica

EUGENE MUNSELL & CO.
NEW YORK AND CHICAGO

THE STANDARD FOR HIGH GRADE STOVES

OUR 400 SERIES

PENN ESTHER CABINET BASE RANGE

PENN

Made with either Right Hand or Left Hand Oven.

Has large water-front; Duplex Grates; Handsome Nickel Trimmings; Thermometer in oven door. Can be had with or without Steel High Shelf, Steel High Closet, or Low Closet.

Elegant Baking and plenty of Hot Water are assured.

Write for Catalog.

Registered Trade Mark PENN

There are 508 Styles and Sizes of PENN ESTHER RANGES.

Mt. PENN STOVE WORKS READING, PA. 111-113 No. 2nd Street, PHILADELPHIA, PA.

The Champion Interchangeable Gas Range

2 IN 1

The Range that does double the work of any other Gas or Coal Range

You can COOK, BAKE, ROAST and BROIL with Gas, Coal or Wood without *removing a burner*

More Economical than a Gas Range

Has six 8-inch cooking holes with reducing lids, two summer grates; oven, 18½ x 20½ x 14. Broiler 18½ x 20½ x 14. Warming closet of CHAMPION STYLE, body of polished steel, full asbestos lined. Made with the usual CHAMPION CARE.

A RANGE OF QUALITY, DURABILITY and ECONOMY

Write for Catalogue and Discounts

The Champion Steel Range Company
CLEVELAND, OHIO

HERE'S A SNAP FOR WIDE-AWAKE RANGE DEALERS

I am going to sell 1000 400-lb. six-hole steel ranges finished in Japan for not over

$15.00 Each

I'll sell the ranges too, so you'd better get in line and order now. These Ranges formerly retailed at $60.00 each. Send me a carload order and get my best cash discount, or I'll give dating to firms with satisfactory credit. What better proposition can you ask for, if you have a little capital, are sufficiently enterprising, and want to make money? Do You Know there is a big demand for the "Willard" Steel Ranges because they give perfect satisfaction, and don't cost too much? Then why don't you supply them?

WILLARD STEEL RANGES

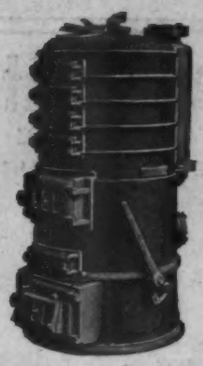
are advertised in many leading publications, and the people know them and want them. Get my prices—it means profit DOLLARS—to you. Every sale leads to another. I can sell you a better range than you can buy ANYWHERE for the money, one that cooks well and bakes evenly and perfectly, and will last a lifetime, with proper care. Tell me how many ranges you can sell annually and I will make you a very interesting proposition. Agents Wanted.

WM. G. WILLARD, No. 119 Willard Bldg., 320 Chestnut St., St. Louis, Mo.

For More than a Generation

"Spence" Boilers

Have Been Giving Good Satisfaction.



"Spence" Boiler

(Over 65,000 in use)

MADE IN 5 STYLES—51 SIZES.

Efficient—Durable—Economical

Ask for Free Catalog.

Kellogg-Mackay Company

Heating and Plumbing Supplies

CHICAGO

MINNEAPOLIS SEATTLE

CUT THIS OUT

The American Artisan and Hardware Record
Daniel Stern, Publisher and Proprietor
355 Dearborn Street, CHICAGO

Please send us THE AMERICAN ARTISAN each week for three months. At the end of that time we will remit Two Dollars for one year's subscription, or 50 cents in case we decide to discontinue.

NAME .....

ADDRESS .....

TOWN .....

STATE .....

Boynton's Square-Pot Crusader Furnace

IF YOU WANT A FURNACE

that will stand by your customer in the coldest winter weather, without constant attention, and will not eat up what ought to be a season's supply of fuel in two or three months, examine into the merits of the

BOYNTON SQUARE-POT FURNACES

You should have our Catalogue on file. A postal card brings it

Boynton Furnace Co.

147-149 Lake Street, Chicago **106 West 37th Street, New York**
230 Pacific Avenue, Jersey City

THE KING QUALITY

IN ENTIRELY NEW DRESS

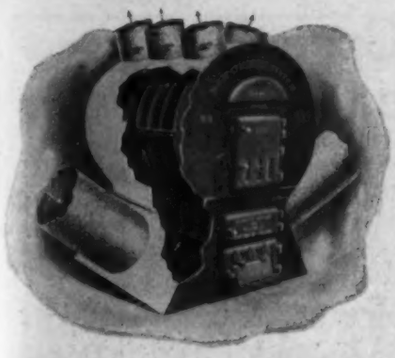
Here is a range that calls forth the enthusiasm of every dealer who sees it. It is also proving a happy proposition for every dealer who is handling it.

AND NO WONDER. Its construction is ideal. Its working qualities are perfect. Every known feature of convenience as well as some that are **distinctly its own** are embodied in its make-up. Only the very best of materials are used and our workmen are everyone experts. Taken all in all **The King Quality** looms up as the best range now on the market.

Made with either Cabinet or Cast Leg Base.

Our Catalog will convince you that here is a range which you can depend upon and which it would be to your best interests to handle. Write for it.

QUALITY STOVE AND RANGE CO., Belleville, Ill.



NO OTHER FURNACE LIKE IT

We offer an original and entirely new idea for generating warm air in the

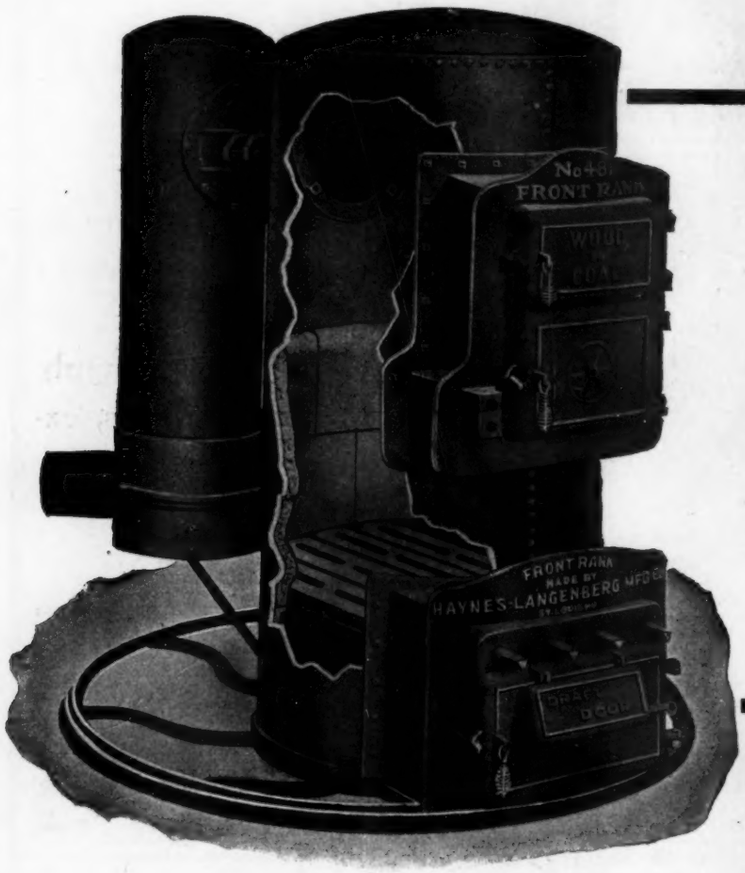
MAJESTIC WARM AIR HEATER

Its design and merits differ so widely from those of other makes that it is a splendid specialty and each job installed helps sell another.

ITS CONSTRUCTION

Made of the very best quality of No. 1 grey cast iron—no material will radiate a large volume of warm air as readily as cast iron. Burns hard coal, soft coal, coke or wood. Wood can be burned horizontally in combustion chamber on sectional flat wood grates which lay on top of fire pot; the furnace is low enough to be placed in a basement five and one-half feet deep. Cheap furnaces and cheap furnace work never gain a good reputation in warm air heating. **The Majestic agency is sure to win you a good reputation. Write for our Catalog today.**

Majestic Furnace & Foundry Co., HUNTINGTON, INDIANA



HEATS THE HOUSE
From Cellar to Garret.

Why not handle the best ?

Why not handle an all-steel furnace, riveted just like a boiler, built of non-warping parts combined with heat-enduring features ?

In other words why not handle the

FRONT RANK STEEL FURNACE?

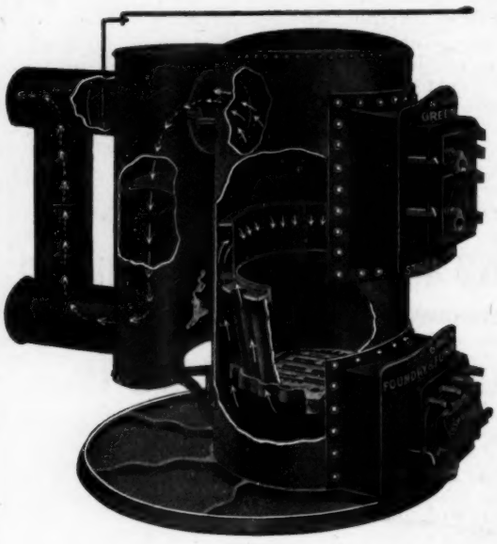
This furnace will burn any kind of fuel, s very economical and will always *Heat the House from Cellar to Garret.*

We want you to know about this furnace. We want you to know it is the best put together and the most practical as well as the most serviceable heater ever made. Our Catalog describes its construction.

WRITE FOR IT.

Haynes-Langenberg Mfg. Co.
4045-4057 Forest Park Boulevard,
SAINT LOUIS - MISSOURI.

A Half Heater or a Whole Heater



¶ Does your customer want a half heater or a furnace which radiates heat from the bottom plate to the top? This has been the problem in steel furnace heating.

¶ Where brick linings have been used, they have retarded the heat, and only the upper body and radiator have furnished heat. Where cast iron linings have been used, the radiation has been little better because the ashes have accumulated behind them and the cast iron linings burned out as no circulation could be supplied.

The ashes cannot accumulate behind the bowl in

Green's Base Heater Furnace

¶ The fire pot is durable, radiates intense heat and the furnace is not only a heater from the linings up, but the **entire steel from the bottom plate, including the ash pit surrounding the fire pot, is radiating surface.** At least **one-third more heating surface** than is provided on other steel furnaces.

¶ Write for catalogue giving full description of this and other furnaces. Do this to-day.

Green Foundry & Furnace Works
2nd and Vine Streets, DES MOINES, IOWA

Lincoln Stove Repair Company
State Managers
LINCOLN, NEBRASKA

Rowe Construction & Heating Company
State Managers
WATERTOWN, S. DAK.

FAULTLESS SCIENTIFIC HEATER

A Perfect Warm-Air Heater of faultless design and operation, producing warm air Pure, Healthful and Satisfying

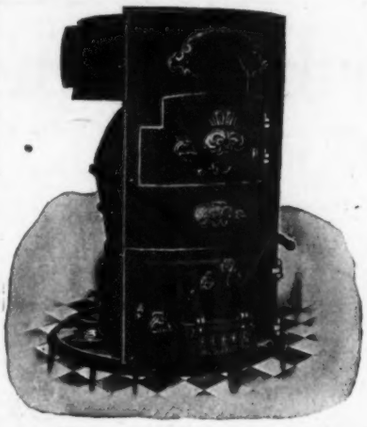
The "FAULTLESS" isn't just a plain, common, ordinary hot-air furnace, and isn't to be so classed or compared. The "FAULTLESS" is wholly a different proposition. The "FAULTLESS" is a warm-air furnace, affording a plentiful supply of pure, wholesome warm air, the kind that keeps you comfortable, not the scorched hot air that is sometimes the production of air heaters. The "FAULTLESS" maintains a steady temperature and is economical in fuel. It is the only air heater that is properly designed and constructed, and being so is the best thing a dealer or heating engineer can afford to handle and install. To make it interesting and profitable to the dealer and heating engineer, we are prepared to make a very attractive proposition. Shall we have the pleasure?

Showing Flue Construction, Fire Pot and Extension Flue Partitions.

The Graff Furnace Co.

Sole Manufacturers

208 Water Street, - New York City.



OUR NEW

De Haven All Cast Furnace

STRICTLY MODERN AND UP-TO-DATE IN EVERY RESPECT

All the latest features in modern furnace construction are embodied in the make-up of this furnace. Features:

Extra Heavy; Gas Tight; Burns all Grades of Hard Coal, Soft Coal and Wood; Simple and Economical to Operate; Top Return Flue Radiator; Large Radiating Surface; Rolling Bar Grate.

WRITE TODAY FOR CATALOG AND PRICES

Youngstown Furnace & Supply Company

Manufacturers of the Celebrated **LION-APEX** and **BESSEMER** Series of Furnaces

Niles, Ohio

Chicago Branch
218 East Lake Street

ROOD & McINTYRE
Kansas City, Mo., Southwestern Distributers

A Good Furnace Business

can be built up in any community if the correct furnace is offered. One like the

MONCRIEF

TOP RETURN FLUE WARM AIR

FURNACE

guarantees a dealer all of the most particular contracts in his neighborhood.

Its Simplicity, Durability and Economy together with serviceability are prominent and meritorious features. *Write for our Catalog.*

HENRY & SCHEIBLE COMPANY
825-29 Long Ave., N. W., CLEVELAND, OHIO
J. C. KIMMEL, 3314 East 15th St., Kansas City, Mo.
Western Sales Agent.

O. N. OWEN, Dealer in Hardware, Stoves, etc., at Sidell, Illinois, writes:

"I certainly do not see how I could stay in business if it was not for the assistance that THE AMERICAN ARTISAN furnishes me. I consider it an invaluable paper."

STOP—LOOK—LISTEN

Why waste time and money in setting up poor furnaces? Why not handle one that goes together **just right?**

The Ajax Does All This

and more. The castings fit perfectly. **No Filing Necessary.** A very high grade furnace at **moderate** price. You cannot afford to pass us by. We **can** and **will** save you money. Write for catalogue.

Co-operative Foundry Company

Rochester, N. Y.

Western Branch: 264 S. Clinton St., CHICAGO, ILL. Phone Har. 6373

A Passport to Comfort

Is what everyone receives who buys a **XXth Century** Heater. Dealers are reaping the benefit of this fact. Write for illustrated catalogue which tells all about it. Mailed promptly on request.

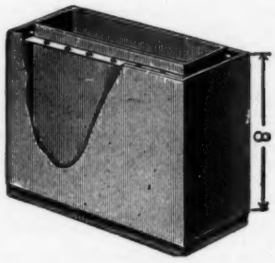
XXth Century Heating & Ventilating Co.

Manufacturers of the Celebrated XXth Century Line of Warm Air Furnaces and Steam and Hot Water Boilers.

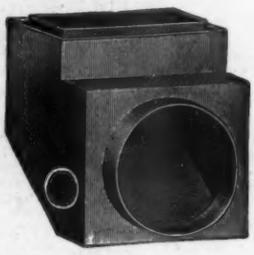
GENERAL OFFICE AND FACTORY AT AKRON, OHIO.

A Perfect Hot Air Furnace Pipe

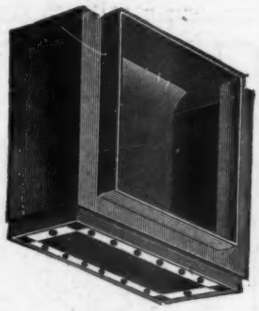
EASILY AND QUICKLY ERECTED



The Stiffest and Best Machine-made Pipe on the Market, and **the only Sectional Furnace Pipe in which the inner walls form the cross-walls.**



There are no wings to pull out and no cleats to bend. The joints fit perfectly and there is positively no buckling



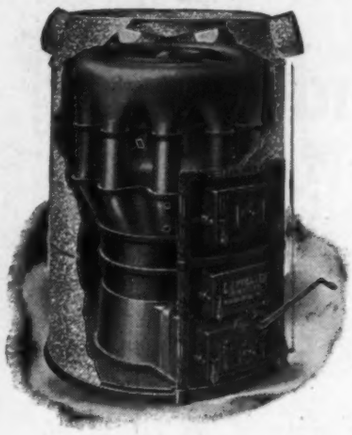
This Pipe is the result of twenty-five years' experience and effort toward perfecting a Sectional Wall Pipe and is a complete success.

WRITE FOR OUR LATEST CATALOG

The Michigan Safety Furnace Pipe Company

Corner Brooklyn and Abbott Streets, DETROIT, MICHIGAN

You Don't Have To Worry



about the satisfactory working of your heating jobs if you have installed a MUELLER furnace.

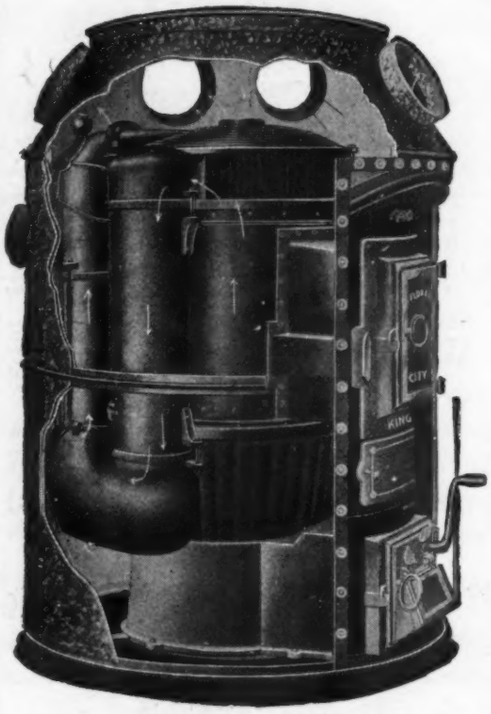
They are very economical in fuel consumption—and they last a life time.

MUELLER furnaces are not competition goods—they are in a class of their own—above all others.

Our catalog will tell you all about MUELLER furnaces. We'll send it to you—what is your address?

L. J. MUELLER FURNACE COMPANY

Established 1857 — 191 Reed St., MILWAUKEE, WIS.



One of the many styles in which

Floral City Furnaces

are made

Write for our new Catalog just out. We can interest you.

Monroe Foundry & Furnace Co.
Monroe, Mich.

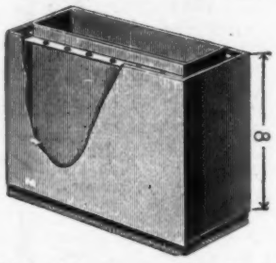
It Will Pay You

to illustrate your advertisements in your local papers. A sheet of comic advertising cuts sent on application

These cuts are furnished with catchlines showing their application to the hardware, stove and tinners' trades.

Address

DANIEL STERN
355 Dearborn St., - CHICAGO



No Wings to Pull Out.

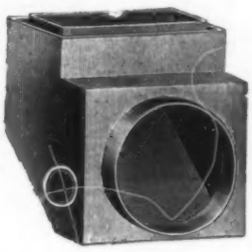
The MICHIGAN SAFETY FURNACE PIPE COMPANY

Corner Brooklyn and Abbott Streets,
DETROIT, MICHIGAN.

The STIFFEST and BEST Machine-made Pipe on the Market.

The only Sectional Furnace Pipe made in which the inner Walls Form the Cross Walls.

WRITE FOR CATALOG.



No Cleats to Bend.

OUR LARGE FACTORY INSURES PROMPT DELIVERY

DO NOT GET US CONFUSED WITH OTHER MANUFACTURERS

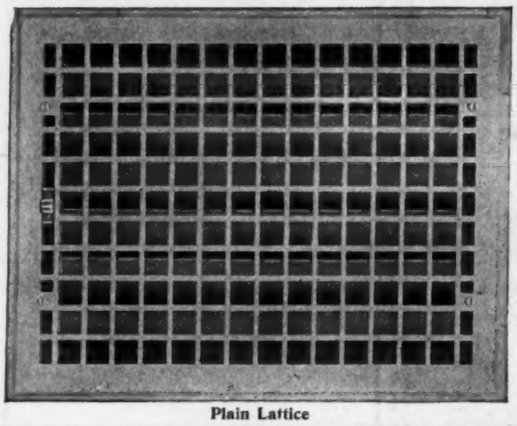
The Weight of Evidence

FURNACES—RANGES
BOILERS

Sixty-five years of unexcelled superiority.

Richardson & Boynton Co.

CHICAGO NEW YORK BOSTON



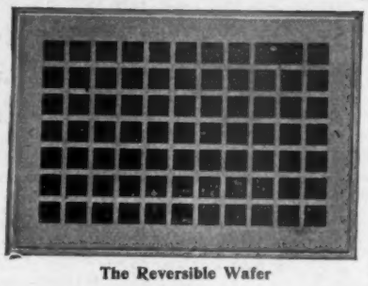
Plain Lattice

WROUGHT STEEL REGISTERS

The kind specified by the U. S. Government

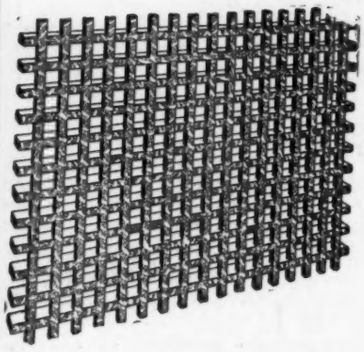
Roller Bearing Movement—never sticks or catches. Valves are Self-locking

The kind used for shallow flues. Can be placed EITHER WAY—upright or across.



The Reversible Wafer

Ferrosteel Company, Cleveland, Ohio



The PADGETT
Hard Wood Cold Air Faces & Ventilators

have become so popular that others are trying to imitate them. The genuine Padgett goods are made by a process discovered and known only by the owner and inventor. No imitation will give the service, have the durability and beauty of the Padgett ventilators. Imitations are cheaper first cost, but much dearer in the end. Who wants a cheaply constructed ventilator in his home that will ruin the appearance of the room in a short time? Ask for the Padgett Hard Wood Cold Air Face, manufactured by

THE WOODEN VENTILATOR COMPANY

No goods genuine without the Company's stamp, watch for it.

BRANCH WAREHOUSES:

155 East Lake St., Chicago, Ill.
827-837 N. St., Lincoln, Neb.
1201-3-5 9th St., Kansas City, Mo.
420 Deaderick St., Nashville, Tenn.

MAIN OFFICE AND FACTORY, EAST PALESTINE, OHIO

"GILT-EDGE" FURNACE SALES MEAN "GILT-EDGE" SATISFACTION

For The **Dealer** and His **Customers**

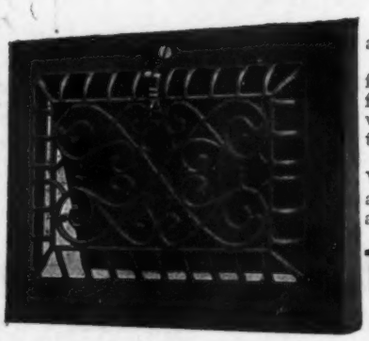
"GILT-EDGE" Insures the Greatest Economy, Durability and Power
Our Publicity Department will co-operate with you.
Write for selling plans, catalogues, etc.

R. J. SCHWAB & SONS COMPANY

Manufacturers
Park, Clinton and Reed Streets, MILWAUKEE, WIS.

Walworth Deflecting Wall Register

FOR BASEBOARDS



FOR SIDE WALL

Can be used on a "Double Head."

This register takes the place of the convex, and costs less money.

It takes up no room in the wall pipe, has a face of large open area, is made in standard sizes, fits regular stock sizes of fittings, is equipped with a wall frame and is attached to the pipe in the same manner as the ordinary valve register.

Our registers are made in THREE STYLES, Vertical, Horizontal and Baseboard. We are also makers of the famous SEMI-STEEL Floor and Convex Register, all sizes and finish.

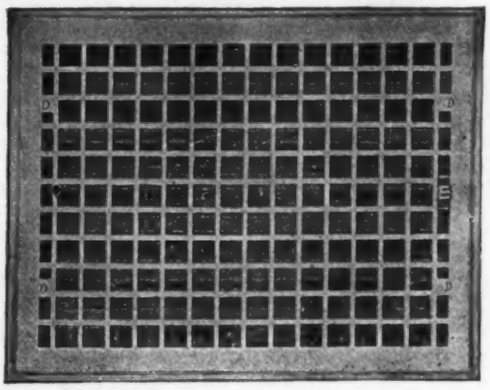
LET US QUOTE YOU PRICES

The Walworth Run Foundry Co.

Largest Gray Iron Foundries. Estimates Furnished for Castings.
Fillmore, Talcott and West 27th Streets
CLEVELAND, OHIO

ALL STEEL REGISTERS

As specified by U. S. Government



This is the register that fulfills all requirements of the United States Government, as called for on specifications for all wrought steel goods.

We carry approximately 500,000 registers always in stock.

TUTTLE & BAILEY MFG. CO.

NEW YORK CHICAGO BOSTON

Persistent Advertising

ONE who watches carefully the pages of general advertising mediums is struck by two things: the persistency with which those advertisers who are recognized as successful maintain their advertising week after week, month after month, and year after year; they never seem to abate their effort, apparently the volume of their business increases steadily. The other thing noticeable is the large number of advertisers who thrust their announcements above the surface for a little while and then sink into oblivion. They either had not merit as a basis for their claims or they did not possess the skill to steer their enterprise successfully, or else they lacked the nerve to put forth proper effort.—*Advertising Experience.*

The Lantern that is Right for the Customer and Dealer

Two Styles—
Hot Blast and Cold Blast

With and Without Reflector and Dashboard Attachment

Globes Thinner, Clearer, Stronger than those of Other Lanterns

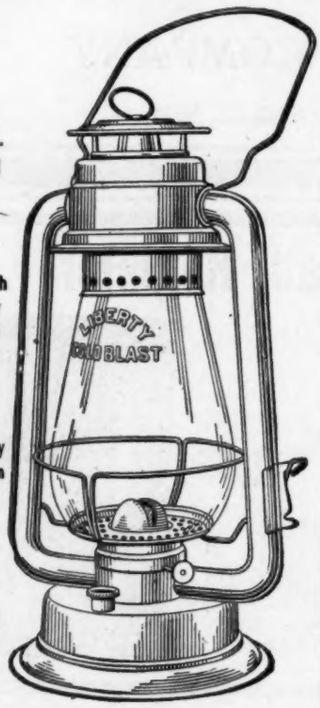
No Freak Features

With and without Dashboard Attachment.

Bails big enough to admit heavy overcoated arm

Bails on cold blast stay in any desired position

Bails are Durable. Last as long as the lantern



Globes are unusually strong and transparent.

It is easy to sell Liberty Lanterns. From fount to bails they are superior every way in construction, utility and serviceability—embodying many exclusive features that readily appeal to customers.

Liberty Lanterns are made RIGHT. Every feature is an improvement over those of other lanterns. The materials are better—the workmanship is better—they *have greater light-producing power*—they need less care and attention than other lanterns—they "stand the racket" better than any other lantern. Special features of

Liberty Lanterns

are their splendid construction and superior materials. Simplicity is another advantage—filling, lighting and regulating can be done without removing the globe. Air is so distributed as to insure a steady flame of unusual brilliancy and penetrating power.

Every Liberty Lantern is guaranteed. That means quality. Write for prices and terms today. You'll find them *right.*

To any retail hardware or general merchandise dealer carrying lanterns, who has not seen a Liberty Lantern, we will be glad to send one free, by prepaid express, if this coupon is used.

SIMMONS HARDWARE CO.
INCORPORATED
Manufacturers and distributers
U. S. A.

SAINT LOUIS **NEW YORK**

(Coupon)

SIMMONS HDW. CO.,
(Div. 5)
St. Louis, Mo.
Dear Sirs: 5.
Please send me FREE, Charges Prepaid, a LIBERTY LANTERN, as per your offer with the understanding that I am under no obligation to buy.

FIRM NAME .....

ADDRESS .....

.....

ESTABLISHED 1880.

THE AMERICAN ARTISAN & HARDWARE RECORD

Representative of the Stove, Tin, Hardware, Heating and Ventilating Interests.

PUBLISHED EVERY SATURDAY.

TERMS OF SUBSCRIPTION IN THE UNITED STATES AND ITS POSSESSIONS, (Invariably in advance): ONE YEAR, POSTAGE PAID, $2.00.
IN FOREIGN COUNTRIES INCLUDING CANADA, ONE YEAR, POSTAGE PAID, $4.00
Address all Letters, Communications, and Remittances to

DANIEL STERN, PUBLISHER AND PROPRIETOR,
355 DEARBORN STREET, CHICAGO, ILL.

Entered as Second-Class Matter June 25, 1885, at the Post Office at Chicago, Illinois, under Act of March 3rd, 1879.

CHICAGO, JUNE 19, 1909.

IMPROVEMENT in railroad earnings has come to be regarded as an old story, but nevertheless this feature continues one of the most encouraging signs of the times. All railroads in the United States reporting for May show total gross earnings of $32,008,399, an increase of 15.4 per cent over May last year, when the railroads were reporting considerable losses.

Private Brands Get Severe Drubbing.

THE LIFE of private brands these days can scarcely be designated as "one long sweet song." On the contrary, as far as private brands of hardware are concerned, it would appear that their doom is sealed, if one is to be guided by the handwriting on the wall. At the recent convention of the American Hardware Manufacturers' Association at Pittsburgh there was "something doing" along this line—something more than mere discursive words of censure and disapprobation of the attitude of jobbers in demanding that manufacturers bow in submission to their mandatory propositions regarding the branding of their products. The last day of the convention was marked by opposition to such a condition of affairs so pronounced as to lead one to conclude that the ultimatum is about to be issued and open warfare on private brands begun. The following resolutions passed by the Hardware Manufacturers' Association, would lend color to such an inference:

Whereas, The members of this association are endeavoring to stop the growth of special brand business and influence jobbers and retailers to more largely carry and push regular factory brands of goods, and

Whereas, Our members are among the largest consumers of many lines of hardware, be it

Resolved, That the members of this association in the purchase of their own supplies accept only goods bearing a regular factory brand, thus encouraging by their own actions those dealers who see fit to carry such factory brands of good. Be it further

Resolved, That a copy of these resolutions be forwarded to the National Association of Manufacturers of the United States, and the American Supply and Machinery Manufacturers' Association for their consideration.

The sentiment expressed in the first resolution adopted by the American Hardware Manufacturers' Association at its recent convention, and quoted above, should appeal to every retail hardware merchant in the country. If retailers generally would bind themselves to such a laudable obligation as this, they would find that competition from mail-order houses would not be as damaging to their interests as it is. Mail-order business and private brands are inseparable. There are many retail merchants who are loud in their denunciations of people patronizing mail-order houses while they themselves are aware that their families are patrons of the mail-order concerns. When the son wants a gun or the daughter a sewing machine the catalogue house in very many cases gets the order. Such acts as these are deserving of the greatest censure.

The address of Julius C. Birge of St. Louis before the American Hardware Manufacturers' Association, questioning the fairness of jobbers in asking manufacturers to sell their products under private brands and at the same time requesting them not to sell goods of their own brands to catalogue houses or to retail houses, was an oration abounding in censorious language against such a demand. In the course of his remarks Mr. Birge gave expression to the threatening statement that unless jobbers would co-operate with manufacturers, as the latter had with the former, and in some reasonable degree represent the manufacturers' products, the sale of whose output has been honestly and completely in the hands of the jobbers, the latter would eventually discover that their chief competition did not arise from the catalogue and mail-order houses, but from the manufacturers direct. As a matter of fact, there are many manufacturers who by the hardships wrought upon them by the demands of jobbers regarding special brands, are now reaching the trade with their highest grade goods directly and without any intermediate channels of distribution. It is not at all improbable that unless the present state of affairs undergoes a radical change within a reasonable length of time, jobbers will not be shown the consideration by the manufacturers that they have in the past, and the former will have no one to blame but themselves.

It must be acknowledged that manufacturers generally have suffered much from the abuse of the "special brand" scheme and that in many cases their reputations as producers of reliable goods have been jeopardized.

If a bill which has been introduced into the Federal Legislature by a Kansas Representative does not get the "six months' hoist," manufacturers placing any other than their own name on any article made by them are liable to a fine of not exceeding $1,000 or imprisonment for a period of not exceeding six months, or both. The bill reads as follows:

Be it enacted by the Senate and House of Repre-

sentatives of the United States of America in Congress assembled, That section one of an Act entitled "An Act to regulate commerce, approved February 4, 1887," be amended so as to read as follows:

Section 1. The provisions of this Act shall apply to any person, firm, company, or corporation engaged in the production or manufacture of any article or commodity that enters into interstate and foreign commerce.

It shall be unlawful for any such person, firm, company, or corporation to print, emboss, or stencil, or to in any way place the name of any other than his or their own name upon such article as is manufactured by such person, firm, company, or corporation, and any other name or title whether real or fictitious, placed upon any article so manufactured than that of the person, firm, company, or corporation so manufacturing it shall be deemed an attempt to defraud.

It shall be unlawful for any person or persons to erase or change the name of the manufacturer or manufacturers of any article mentioned in this.

Any person or persons, firm, company, or corporation offering for sale or rent or otherwise disposing of any property intended for interstate or foreign commerce, shall furnish therewith the name of the manufacturer or manufacturers of said commodity or article.

Any person, firm, company, or corporation violating the provisions of this Act shall be guilty of a misdemeanor, and fined in a sum of not exceeding $1,000, or imprisoned for a period of not exceeding six months, or both such fine and imprisonment as the court may direct.

This Act shall be in effect from and after its approval by the President.

The passage of such an act as this can scarcely work in any other way than to the advantage of the manufacturer and it is to be hoped that the bill will go through. Goods of standard manufacture are more salable than goods bearing a private brand and in the majority of cases are more reliable. Legislation of this character should not be detrimental either to the jobber or retailer. On the contrary, its enaction should prove salutary to both. If jobbers and retailers would co-operate with the manufacturers in the sale of their trade-marked products there would be less to fear from mail-order competition and there would be much less price-cutting going on.

Viewing the subject from an impartial standpoint, the doing away with private branded goods would remedy many of the ills which beset the trade today and prove beneficial to the manufacturer, jobber and retailer alike.

Wonderful Activity in Building.

BUILDING is going on at a tremendous rate in all parts of the country. New high records are erasing preceding high water marks. During May permits were taken out in fifty-seven cities in this country for the construction of 18,295 buildings, involving a total investment of $76,918,950, according to official reports, against 15,486 buildings, involving $45,210,526 for the corresponding month a year ago, an increase of 2,809 buildings and $31,708,424, or 70 per cent.

The most important feature of the great activity which characterizes building operations is the large number of cities showing tremendous increases over last year, notably New York, 145 per cent; Chicago, 109; Philadelphia, 71; Cleveland, 173; Omaha, 246; Indianapolis, 177; Toledo, 274; Oakland,, Cal., 203; Birmingham, 107; Davenport, 149; Stockton, 198; Sacramento, 156; Washington, 114; Des Moines, 218.

To as far a point as one is permitted to look into the future, the indications clearly point to the beginning of another period of wonderful prosperity. Building construction is such an important feature of good times, present and to come, based in many instances upon the absolute necessity of more buildings for all purposes, a strong demand at high rents and consequently good returns to the investor, and the prospect of their future duplication, that they are thus led to place their money in this class of security. The country is at the present time enjoying a period of unusual prosperity, and from everything that one can see, it is at the beginning of a greater period of development than has ever before been known.

Interesting Interview with Railroad Magnate.

W. C. BROWN, president of the New York Central lines, and reputed to be the highest salaried railroad official in the world, recently prophesied in an interview in Chicago that the United States will enter upon an unprecedented period of business expansion and prosperity as soon as Congress passes the Tariff Bill and the farmers harvest the crops which wave luxuriantly on the Western prairies. Mr. Brown stated that people were more interested in having the tariff matter disposed of without delay than they were in what the bill actually contained.

Turning to railroad matters, Mr. Brown said that there were now less than 300,000 idle railroad cars in the country. "During the business lull," said he, "the railroads have improved their time by putting their equipment in first class order. Improved methods of operation have enabled the railroads to greatly increase the efficiency of their car mileage. The railroads' business at present closely approximates the volume of 1907. The loaded car movement on the New York Central lines, for June, has increased 12,000 cars a day, and the total for the month will show an increase of over 300,000 cars, compared with the same period of last year. The New York Central lines this year are expending $4,000,000 in the improvement of their roadbed between Chicago and Buffalo, and $3,000,000 for track rehabilitation between Buffalo and Albany."

Other railroads in various sections of the country have announced that extensive improvements are contemplated, principally the Western railroads. Vast expenditures are being made by the Western roads which are constructing transcontinental lines.

"There has been a steady improvement in all lines of business," resumed Mr. Brown. "That improvement will be more pronounced, however, when the tariff question is settled. People who have money to expend in the purchase of new equipment, especially railroads and manufactures, have been holding back because of this unsettled condition. It is like the fellow who wears his fall suit until February and then thinks it is too late in the season to buy a winter's outfit."

RANDOM NOTES AND SKETCHES.

BY SIDNEY ARNOLD.

Most great men have had noble mothers. Many who have attained enduring distinction have been the sons of weak, dissolute, and obdurate fathers. Very rarely have famous men sprung from mothers of a low grade. The story of Cornelia, daughter of Scipio, wife of Tiberius the elder and mother of the Gracchi, is one of the luminous pages of history. True, Tiberius the younger and Caius had a remarkable father, but, dying when they were young, he left his sons to the mother's care. She declined the hand and crown of King Ptolemy that she might devote her undivided attention to her sons. Great was her reward. The Gracchi were the noblest Romans of their day. It was the mother influence that molded their ideals. The mother of Confucius was "a woman of rare mental and spiritual worth." The great philosopher constantly sought her companionship and counsel. After her death he never went on a journey without first visiting her grave. Her memory was the star of his destiny. We forget that all great men have once been babies. It is difficult to picture Alexander, who "conquered the world," as a toddling infant at his mother's knee. Yet the early influences have been the cornerstones of the glory of these great men. The father of Savonarolo was an indigent profligate. It was from his mother that he received his sublime courage, and her teachings were the basis of his character. Cromwell's father died predicting that Oliver would turn out a good-for-nothing. But Cromwell had a mother who was his inspiration and a wife to whose influences he was greatly indebted. Susanna Wesley was the real founder of Methodism. She was her son's constant confidant. Wesley's love for her was the undercurrent of his career. He repeatedly credited her with making him all that he was. Pope a cynic and a sage, bitter in his resentments and cruel in his cynicisms, was devotion itself to his mother and owed much to her restraining influence. "It was to his mother," says Mathews, "a woman of great energy and rare accomplishments, that Bulwer was indebted for the formation and guidance of his literary tastes." The mother love and ambition paved the way for the son's success. Richard Cobden was early separated from his home and sent by cruel fate to an English boarding school. It was, however, the heartaches of that separation from his mother that largely influenced his life and developed his sympathies. To Cobden's sympathies for humanity the world is forever indebted. When he was 9 years old Lincoln's mother died, but years afterward he declared, "All that I am and all that I hope to be I owe to my mother." "As the twig is bent the tree is inclined." To the early environment of the hearthstone, to the aspirations of noble women, to the devotion of worthy mothers the world owes its greatest men.

* * *

The Elder Dempster Line of steamships, running from Montreal to South African ports, and subsidized by the Canadian Government, is offering free passage to commercial travelers, merchants, or manufacturers who are endeavoring in a bona fide manner to further Canadian export trade to South Africa, says J. G. Lay, Consul-General at Cape Town. This steamship line has regular steamers for South Africa, one each month, and when cargo warrants it, occasional intermediate steamers. The steamers are fitted up with cold-storage accommodation. While, according to the subsidy contract, the steamers are not allowed to touch at any American port on their outward voyage except for coaling, nevertheless large quantities of cargo shipped through Canada are being brought out for American manufacturers. The representative of the line at Cape Town expresses the opinion that if the American manufacturers sending out goods by way of Canada, desire to obtain the same facilities for their travelers as are given to the Canadian firms, it could be arranged by communicating with the shipping company's head office in Montreal.

* * *

During the past 50 years, according to the annual report of the New York Chamber of Commerce, foreign commerce carried in American ships has decreased 39.06 per cent. No wonder that my friend W. C. Dickey, of the Ward-Dickey Steel Co., Indiana Harbor, Ind., is so anxious to have a Mercantile Marine built up. For several weeks past I have noticed that his company's advertisements in THE AMERICAN ARTISAN have been largely given over to the advocacy of a Merchant Marine. If this plan were pursued by the thousands of other manufacturers in the United States, I don't think it would be long before progressiveness would supplant decadence in this important factor in the commerce of America. The example set by the Ward-Dickey Steel Co. might well be emulated by other manufacturers. Here are one or two forcible extracts from the advertisements to which I have reference: "We would like to see Old Glory floating over our goods en route to South America." "Present route to South America—twice across the Atlantic: double time; double freight; cannot build export trade under such a handicap." "Of what use will the Panama Canal be to the United States with no merchant ships to sail it? It would cost less to build another navy and station it in the Pacific." You're all right, Bro. Dickey. I'm sorry that you don't occupy a seat in the Federal Legislature where you could be given an opportunity to arouse some of our *Patres Conscripti* from their lethargic condition.

* * *

DON'T FORGET THE BAIT.

If you are going out to fish
  Where beck'ning waters wait,
In your anticipated joy,
  Do not forget your bait.
It matters not how nice your rod,
  Or reel of silver plate;
You cannot coax a fish to bite
  If you forget your bait.

If you are working out a scheme
  In stocks or real estate,
Don't think that you can coax your fish
  Without the proper bait.
Life is a fishing game right through,
  You'll sit and sit and wait
For fame, success and wealth unless
  You're well supplied with bait.

News Siftings

The Girard Foundry & Stove Works of Girard, Kans., has resumed operations, after having completed a number of improvements to the plant.

The Calorific Heater & Mfg. Co., Wilmington, Del., has been incorporated with a capital stock of $50,000, by E. L. Squire, G. W. Dorsey, Jr., and Louis Rothstein, all of Wilmington, Del.

The Twin Heating Stove Co., Lebanon, Ind., has been organized with a capital stock of $50,000 to manufacture stoves. The incorporators are: M. W. Swain, U. D. Byrain and E. E. Gates.

The Albemarle Stove & Machine Co. of Charlottesville, Va., has been organized to engage in the manufacture of stoves, etc. C. Kaufman is president and W. G. Morgan, vice-president.

The Germer Stove Co., Erie, Pa., have purchased the patterns and business of the gas stove department of the Griswold Mfg. Co., Erie, Pa., and have ready for the trade complete lines of Classic gas ranges and Erie gas heaters.

The Malleable Iron Range Co., of Beaver Dam, Wis., will erect an L-shaped foundry, one part of which will measure 70x210 feet, and the other 70x270 feet. The company will also erect a two-story factory building 60x170 feet.

The Stove Dealers' Supply Co., Milwaukee, Wis., say that their "Magic" Quick Heating Oven is a profit maker for spring business. They are distributing a folder illustrating and describing it, which they will be pleased to send to the trade.

The Friction Top Stove Co., Chemical Bldg., St. Louis, Mo., have placed on the market a heating stove known as the "Southland," and modeled after the "Tamale" type. Provision is made in the top of the stove whereby kettles may be used and some cooking done.

The Howard Stove Mfg. Co., Omaha, Neb., has increased its capital stock to $200,000, and will increase its number of employes from 70 to 100. H. G. Graham has been appointed vice-president and general manager of the company, L. Howard continuing as president.

The Cribben & Sexton Co., Chicago, stove manufacturers, have purchased eight acres of property at the northwest corner of Franklin & Ohio Sts., Chicago, on which a new stove plant will be erected by them. The foundry when completed will cost in the neighborhood of $300,000.

The American Beauty Stove Co., Erie, Pa., manufacturers of "American Beauty" gas stoves, heaters, ranges, cookers and hot plates, have been advised that the United States Patent Office has granted them a construction patent giving them the sole right to manufacture a combined air mixer and leg for a hot plate. The application for the patent was made over a year ago. The company states that it is now possible for them to produce an extremely neat piece of goods in this line, and also to bring the feet together as close as is consistent with safety. Illustrations showing the hot plate in various styles will be forwarded by the company to any dealer who may be interested.

Chas. H. Buck, son of C. H. Buck, Sr., founder of the Buck's Stove & Range Co., St. Louis, Mo., died recently at Dallas, Tex., at the age of 53 years. The deceased had not resided in St. Louis for several years, and had been the Southern representative at Dallas of the Detroit Stove Works, Detroit, Mich. He is survived by his wife, mother, two sisters and two brothers, S. D. and R. S. Buck, the latter vice-president of the Bridge & Beach Mfg. Co., St. Louis. Interment took place in the Missouri city.

The Union Stove Works, New York, N. Y., are announcing in an attractive catalogue which they are distributing to the trade that the year 1909 rounds out 75 years of existence for their firm. In this connection they say that there are few pattern shops in the country that are responsible in so great a degree as that of the Union Stove Works for the prevailing types of stoves and ranges now in use in the United States. They request the trade to write for their catalogue which contains a brief review of the history of the Union Stove Works embracing the period between the years 1834 and 1909.

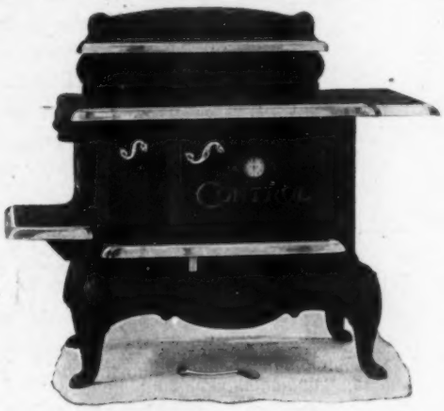
A section of about 25 feet square in one of the warehouses of the Peninsular Stove Co., Detroit, Mich., gave way on Saturday, June 12, resulting in the death of W. C. Hollar, the company's traffic manager, and the serious injury of three other men. Sections of about the same area on four floors were carried to the basement in the collapse. The three injured men are expected to recover. The company advise that no trouble will be experienced in taking care of orders or in making the usual deliveries as a result of their disability. They greatly deplore the untimely death of their traffic manager.

THE "SYMBOL" AIR-TIGHT HEATER.

The Sheridan Stove Mfg. Co., Quincy, Ill., have put on the market a new air-tight heater for coal or wood, which they call the "Symbol." They describe it as "a fine large heater, made of the best materials by skilled workmen, and bound to satisfy all the time." Among the important features of the stove may be mentioned the following: Heavy cold rolled steel body; cast top with large 8-inch cover; large square feed door, 10½x12½ inches; heavy cast bottom, deep hearth with ash-pan; heavy cast outside lining, eight inches high, which answers for a fire-pot and prevents the steel jacket from warping; draw-center grate for coal or wood. The manufacturers state that this heater will hold fire as long as any stove made. It is well dressed, the name plate, rings, foot rails, draft damper and urn top being handsomely nickeled. The Sheridan Stove Mfg. Co. make a complete line of hard and soft coal heaters and cast and steel ranges from the highest grade down to the cheapest. They advise that they now have ready for the market a handsome line of steel box stoves. When writing for catalogue and prices, kindly mention THE AMERICAN ARTISAN.

THE "CONTROL" COOK STOVE.

The accompanying illustration shows the "Control" Cook Stove, that the Albany Foundry Co., Albany, N. Y., have put on the market. This stove is constructed for the burning of coke, this fuel being cheaper than coal, a fire of it in this stove outlasting a soft coal fire. Hard coal burned in the "Control," the manufacturers state, will last as long as coke and will effect almost as much economy as coke, but the cost, about $2.00 per ton more than coke, is against its use. The "Control" is credited with holding the fire so that baking and cooking can be done with the fire set the day before. In other words, this stove will hold the fire for twenty-four hours, should it be desired to hold it for that length of time, without replenishing. One damper on the oven shelf controls the working of this stove. It is so arranged that only such a draft of hot



The "Control" Cook Stove.

air is admitted to the fire-box as the user deems necessary. The ash pan is large and is bailed. By the removal of a cotter pin the grate is permitted to come through the hearth, claimed to be the easiest and best method in existence. When writing the Albany Foundry Co., kindly mention THE AMERICAN ARTISAN.

TWO NEW SPECIALTIES OF THE S. OBERMAYER CO.

The S. Obermayer Co., Cincinnati, Chicago and Pittsburgh, are distributing a circular illustrating and describing two new specialties—Obermayer's Blue Leather Steel Spout Bellows and the "Esso" Rammer Shovel.

By a special process, the leather used in the bellows mentioned is given a deep blue color. The leather is thoroughly "oil-soaked" also, and is made unusually soft and pliable, so that the danger of cracking is entirely obviated. The bellows has a sheet steel spout which, the company say, will neither mash, break nor rust. It has a crucible steel hinge—an Obermayer product.

A feature of the "Esso" rammer shovel is the malleable iron cap on same, which gives longer life, better shaped ramming pean and which will be found useful on all classes of light and heavy work, where the handle is used for ramming. The grip is practically the same in size as an ordinary handle, but of a convenient and proper form to be used both as a grip and a rammer. These shovels are carried in stock at the company's warehouses throughout the country.

The S. Obermayer Co. announce that they will issue each month a circular describing a new "kink" and labor-saving device of their manufacture. When writing them, kindly mention THE AMERICAN ARTISAN.

OBITUARY.

Isaac Burnet Resor.

Isaac Burnet Resor, secretary and treasurer of the Monitor Stove & Range Co., Cincinnati, Ohio, and one of the best known business men of that city, died on June 13, at the age of 70 years. He was a member of one of the most prominent families of Cincinnati, his father, the late William Resor, having been one of the builders of that city, and many years ago the organizer of the Monitor Stove & Range Co. The Resor homestead in Clifton, is one of the landmarks of that section of Cincinnati, and was the scene of many notable social functions years ago. Mr. Resor was one of the best known stove men in Ohio. He was a man possessed of sterling business principles, and commanded the esteem and respect of all those with whom he came in contact. He has innumerable friends in the trade who will regret to learn of his demise. The deceased is survived by a widow, two daughters and two sons, Stanley and Walter. Interment took place on the morning of June 16.

Henry A. Lanman.

Henry A. Lanman, president of the Columbus Bolt Works, Columbus, Ohio, died in that city on June 5 at the age of 64 years. He was born in Norwich, Conn., and when quite young went to Columbus, becoming connected with the Ohio Tool & Supply Co. Thirty-seven years ago he was appointed treasurer of the Columbus Rolling Mill Company and about the same time he was given an official position with the Columbus Bolt Works. The deceased was also president of the E. B. Lanman Co. and of the Columbus Machine Co. Mr. Lanman was very well known to the hardware trade and because of his genial disposition and many other laudable qualities, he had a very large circle of friends who will learn of his death with deep regret.

Thomas J. Rogers.

Thomas J. Rogers, since 1895 the executive head of the wholesale hardware house of Milton Rogers & Sons Co., Omaha, Neb., died on June 9 of heart disease, from which he had suffered for two years. He was born in Council Bluffs, Iowa, in 1858 and had been identified with Milton Rogers & Sons Co. since his early youth. He was the oldest son of the late Milton Rogers, who settled in Omaha in 1861. He is survived by his wife, two daughters and by two brothers, Herbert M. Rogers, who now becomes senior member of the firm, and W. S. Rogers of Trenton, N. J. The deceased had many friends in the hardware and stove trade who will regret to learn of his death, which, we are advised, will, however, cause no interruption in the course of the company's business.

The Hardware Record.

THE AMERICAN ARTISAN AND HARDWARE RECORD is the only publication containing western hardware and metal prices corrected weekly. You will find these on pages 34 to 39 inclusive.

The Imperial Wire & Iron Works, Louisville, Ky., has been incorporated with a capital stock of $10,000. The incorporators are: Charles E. Barrett, John H. Isert and Edward L. Gratz.

The McArthur Wrench Co., Ltd., Wilmington, Del., has been incorporated with a capital stock of $300,000 by E. L. Squire, G. W. Dorsey, Jr., and William D. Morrow, all of Wilmington, Del.

A $50,000 increase of stock in the Chicago Hardware Foundry Co., North Chicago, Ill., has been made for the purpose of purchasing new machinery for the plating room and molding departments.

The C. M. P. Wrench Co., of Syracuse, N. Y., has been incorporated with a capital stock of $15,000, to manufacture wrenches, by W. Burton Coe, Chas. Miller and Jas. J. Boyd, all of Syracuse.

The Union Tool Co., New York, has been incorporated with a capital stock of $1,500 to manufacture hardware and hardware supplies. The incorporators are: Sidney Vollman, Nathan Scheuer and Julius Hoffman, all of New York.

The plant of the Peninsular Milled Screw Co., Detroit, Mich., was destroyed by fire on the morning of June 16, with a loss approximating $100,000. The fire spread to the adjoining plant of the Michigan Stamping Co. and did damage estimated at $40,000.

J. M. Thompson & Sons Hardware Co., Owatonna, Minn., are distributing a 64-page catalogue, in which are listed many articles selected from the company's large stock. A feature of the catalogue is the attractive prices at which many of the items are quoted.

John Kriz, Douglas, Ariz., an old and esteemed subscriber to THE AMERICAN ARTISAN, paid this office a pleasant call on June 15. Mr. Kriz will visit relatives and friends in Chicago for a time, afterwards going to St. Louis and Ohio on a pleasure trip.

The Mosby Mfg. Co. of Red Bank, N. J., has been incorporated with a capital stock of $50,000, to manufacture automatic honing and stropping devices. The incorporators are: George W. Mosby, Eatontown, N. J.; E. Iverson Taylor and Peter P. Rafferty of Red Bank.

The Safety Door Check Co., of Springfield, Mass., has been incorporated with a capital stock of $30,000 to manufacture door checks and stops. The officers are: President, Jas. J. Griffin; vice-president, Alfred P. Brouillette; treasurer, John W. Superneaw; clerk, Edwin F. Perkins.

The executive committee of the Southern Hardware Jobbers' Association appointed at the recent annual convention of the association at Pittsburg, is as follows: W. O. Parker, Atlanta, Ga.; F. A. Heitmann, Houston, Tex.; Charles H. Ireland, Greensboro, N. C.; J. D. Moore, Birmingham, Ala. Messrs. Parker and Ireland succeed O. B. Barker, Lynchburg, Va., and Bruce Keener, Knoxville, Tenn., respectively. All the other officers of the association were re-elected.

The annual state convention of the Arkansas Retail Hardware Association will be held at Ft. Smith, Ark., on June 22-24. The officers of the association are: President, R. F. Roys, Russellville; first vice-president, J. P. Simpson, Malvern; second vice-president, J. B. Hurley, Warren; secretary-treasurer, W. L. Harlan, Little Rock.

The Sharon Steel Hoop Co. of Sharon, Pa., will enter the steel sheet trade and will erect a four-mill plant at a cost of $175,000. The building will be 400x80 feet and will be located between the blooming mill and the 10-inch department. The company manufactures steel hoops, bands and cotton ties at present. The new addition will give employment to 300 skilled men.

A German business man writes the Bureau of Manufactures, Washington, D. C., that he has inquiries from African firms for quotations on the following classes of American goods: Paraffin stoves, nails, screws, bolts and corrugated sheets. All catalogues and price lists should be sent to the inquirer in duplicate. By writing the Bureau of Manufactures and referring to File No. 3495, the address may be obtained.

The annual picnic of the Chicago Retail Hardware Association will be held at Columbia Park, on the Atchison, Topeka & Santa Fe Railway, on Wednesday, July 28. The dinner committee comprises the following: S. J. Kohler, chairman, E. L. Sommers, Rud. Wiersig, Martin Englehart, Fred Ruhling and W. H. Bennett. Preparations are now going on apace and it is expected that the outing will be more successful than any in the past.

Wm. C. Clydesdale, 1129 Park Bldg., Pittsburgh, Pa., representing The Clydesdale Co., manufacturers' agents, reports business good. Among the firms represented by The Clydesdale Co. are: The Toledo Wheelbarrow Co., Toledo, Ohio; J. W. Dunham & Son, Berea, Ohio; Upson-Walton Co., Cleveland, Ohio; J. C. Russell Shovel Co. Pittsburgh, Pa.; Hill Dryer Co., Worcester, Mass.; The Hart & Cooley Co., New Britain, Conn.; The H. B. Ives Co., New Haven, Conn.

The Lefever Arms Co., Syracuse, N. Y., report new victories for Lefever guns. On May 27 and 28, L. I. Wade, shooting his Lefever gun at the tournament held at Smithville, Tex., scored 484 out of 500. The Lefever gun also won high amateur average for the two days' registered tournament at Auburn, N. Y., on May 19 and 20. Walter Ewing won high amateur average with his Lefever gun for the two days' registered tournament at Malone, N. Y., on May 27 and 28. The Lefever gun seems to be winning more than its share of victories at the different tournaments throughout the United States and Canada. A catalogue may be obtained from the Lefever Arms Co., upon application.

The Allegheny Steel Co., with a plant at Tarentum, Pa., has increased its capital stock from $300,000 to $600,000. Options are said to have been taken on the plants of the Reliance Tube Co., and the Interstate Steel Co., with plants at Breckinridge, Pa., almost ad-

joining the Allegheny Steel Co.'s plant. It is also said that options have been taken on the Western Tool & Forge Co.'s plant, adjoining the Allegheny Steel Co. It was reported that the West Penn Steel Co.'s plant, which is building, is said to be taken into the combine. John McGinley of the West Penn Steel Co. is credited with saying that no overtures have been made for the West Penn plant. The Allegheny Steel Co. is an independent producer of sheets.

A GOOD DISPLAY OF HEATING STOVES.

The judges of THE AMERICAN ARTISAN'S 1909 Hardware Window Display Competition spoke very favorably of a heating stove window exhibit entered by Max J. Elliott, with the Gray & Dudley Hardware Co., Nashville, Tenn., the photograph of which is herewith reproduced. Mr. Elliott's description of the display is as follows:

Honorably Mentioned by the Judges in THE AMERICAN ARTISAN'S 1909 Hardware Window Display Competition—Submitted by Max. J. Elliott With the Gray & Dudley Hardware Co., Nashville, Tenn.

"The window contains an assortment of sizes of stoves Each heater bears a price mark, as well as brass fire sets shown. The background is made of apple green bunting draped from a wire. Under this is cotton flannel tacked on the wall. The stands on which the heaters are shown are 13 empty boxes—four small and nine large ones. These are also draped in apple green bunting of two thicknesses. This gives a good effect. The floor is of white cotton flannel "puffed." All fire-sets, the fender and irons in the center, being of brass and showing on this rich-color background, make a very striking display.

"The two small heaters shown just above the pictures of George and Martha Washington are nickeled all over. These two heaters were made for window display purposes only, and are nickeled inside and out. "Washington" being the brand of the company, is the reason the pictures are used in the display. Each price mark also bears a "Washington" label. The sign on the left reads, 'Warning — Soon Be Cold Weather. Get Your Heater Before the Rush.'

"The window produced good results. It required four hours to trim. The total expense was $5.75."

CUT OUT THE COUPON AND GET A "LIBERTY" LANTERN.

The Simmons Hardware Co., St. Louis, Mo., state in their advertisement in this issue that if any retail hardware or general merchandise dealer, handling lanterns, who may not have seen one of their "Liberty" Lanterns, will cut out the coupon in their advertisement and mail it to them, a "Liberty" lantern will be sent free by prepaid express. There are two styles of these lanterns—hot blast and cold blast, and they are furnished with and without reflector and dash-board attachment. The Simmons Hardware Co. state that the globes of "Liberty" lanterns are thinner, clearer and stronger than those of other lanterns. They do not possess any freak features, and the bails are big enough to admit a heavy overcoated arm. The bails on the cold blast "Liberty" lantern stay in any desired position, and they last as long as the lantern. From fount to bails, "Liberty" lanterns are said to be superior in points of construction, utility and serviceability, embodying many exclusive features that readily appeal to customers. It is said of these lanterns that they "stand the racket" better than other lanterns on the market, for they are made of high class material and are of unusually substantial construction. These lanterns are very simple, for filling, lighting and regulating can be done without removing the globe. The air is so distributed as to insure a steady flame of unusual brilliancy and penetrating power. If you want to see a "Liberty" lantern, do not fail to cut out the coupon in the advertisement of the Simmons Hardware Co. in this issue, and mail it to them.

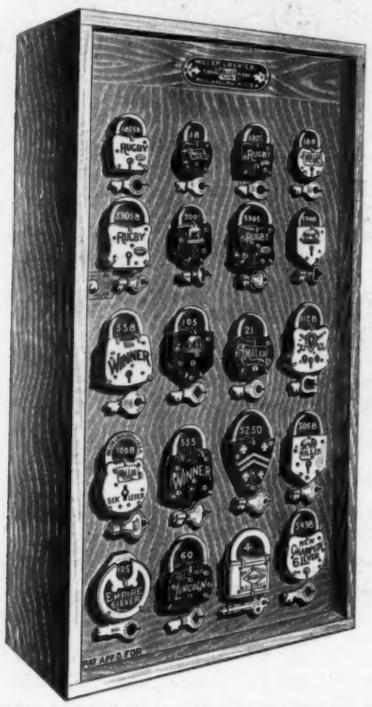
ANNOUNCEMENT OF SMITH & HEMENWAY CO.

Smith & Hemenway Co., 108-110 Duane St., New York, advise that they are now in a position to accept orders for nippers, pliers and staple pullers as covered by their "Green Book of Hardware Special-

ties," 5th edition, together with 12 new tools, including burner, gas, bell hangers, duck bill, chain nose, snipe nose, insulated side cutters (three styles), slip joint, 6 to 10 inches, and new combination wire clamps. On an attractive card that Smith & Hemenway Co. are distributing, they state that they will market these goods direct from their own factory under the brand of "Red Devil." They say that it is not necessary for them to make any further comment regarding this brand, as the trade is familiar with what the "Red Devil" brand stands for. When writing Smith & Hemenway Co., kindly mention THE AMERICAN ARTISAN.

RETAILERS' PADLOCK DISPLAY BOARD AND STOCK CASE OF THE MILLER LOCK CO.

The Miller Lock Co., Frankford, Philadelphia, Pa., have designed and put on the market a Retailers' Padlock Display Board and Stock Case, of which a miniature illustration is shown herewith, with a view

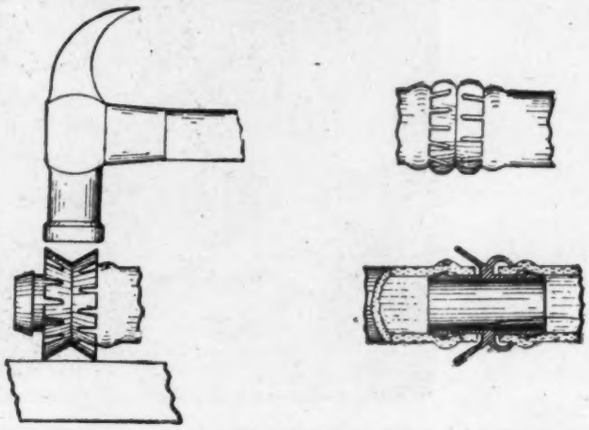


No. 1000 Padlock Assortment of the Miller Lock Co.

of assisting the retail merchant in arranging and selling his padlocks. The display board shows 20 different padlocks while in the case 12 dozen padlocks may be stocked. The Miller Lock Co. state that the device has made a hit wherever introduced, showing as it does a methodical arrangement of samples and stock. The sample board is made of polished hardwood, measures 12x24 inches, and displays the 20 padlocks in five rows, four locks to each row, so grouped that each row of locks sells at a different price, the prices ranging from 10c to 50c for each lock. The locks displayed on the board are carried in cartons within the case, in which shelves are provided to divide the stock, the quantity of the different locks varying according to their selling capacity. The higher priced locks are stocked in the smallest quantities. By means of this arrangement, the Miller Lock Co. say that a salesman without a minute's loss of time can assist a customer in his selection and complete the sale. Liability to mistakes in price, to mixing of keys and other vexatious features are eliminated. The manufacturers state that the cabinet will show up well in any part of the store. It can be placed in the show window, or, if desired, the board may be taken out of the box and fastened to the vertical part of the dealer's shelving. This plan allows the stock to be kept on the regular shelving back of the board. These assortments, the Miller Lock Co. say, can be purchased through the wholesale hardware trade, to whom they furnish illustrations and selling plans to assist the salesmen, also electrotypes for advertising purposes.

THE "PERFECT CLINCHING" HOSE MENDER.

Stuber & Kuck, Peoria, Ill., advise that they are now putting on the market some new brass goods, prominent among which is the "Perfect Clinching" Hose Mender, here illustrated. It is a one-piece article which does the work of the mender tube and two clamps ordinarily used. It requires just one tool—a hammer, and the manufacturers claim that it insures



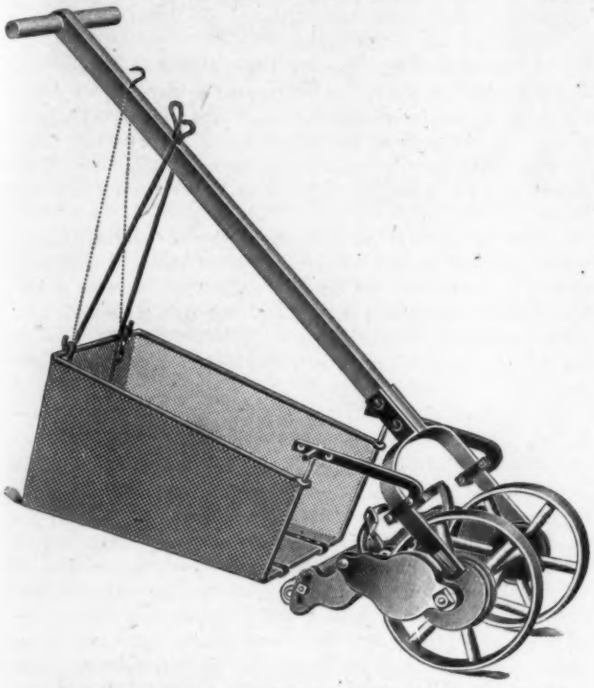
Illustrations Showing the Adaptation of the "Perfect Clinching" Hose Mender.

a smooth mend with no projecting parts, a perfect joint that cannot leak, and a solid joint which cannot pull apart. To mend the hose, it is necessary only to cut out the damaged piece, slip each fresh hose end over the "Perfect Clinching" tube, place the mender on something solid, and hammer down the projecting fingers, when the hose will be rendered as smooth, as strong, and as tight as when new. It grips the hose both inside and out. The "Perfect Clinching" Hose Mender is made in both brass and coppered steel, for half-inch, three-quarter-inch and one-inch hose. The manufacturers state that it is low in price, but perfect in results. When writing Stuber & Kuck, kindly mention THE AMERICAN ARTISAN.

THE RICHARDS "GOOD SENSE" GRASS CATCHER.

The Richards Mfg. Co., Aurora, Ill., manufacturers of door hangers and hardware specialties, have put on the market the Richards "Good Sense" Grass Catcher, here illustrated. The first cut represents the Grass Catcher ready for use, while the second shows it dumping the grass. The device is made of strong

wire netting, 3/8-inch mesh, reinforced at the top and bottom. It can be quickly applied to the handle of any lawn mower, and the grass can be dumped by simply raising the back end of the catcher. An im-



The Richards "Good Sense" Grass Catcher, Ready for Use.

portant feature of the "Good Sense" is that there is no danger of grass falling into the knives and gearing when dumped. The grass does not work forward in the catcher and clog the knives when the mower

The "Good Sense" Grass Catcher, Dumping the Grass.

is operated. The hook in the handle which holds back the supporting rod may be inserted in the handle so that the handle will be in proper condition for short or tall operators. The Richards "Good Sense" Grass Catcher is light, simple and durable. It is made in two sizes—No. 1, for mowers 14 to 16 inches, and No. 2, for mowers 18 to 20 inches. One dozen weigh 60 pounds. When writing The Richards Mfg. Co., kindly mention THE AMERICAN ARTISAN.

OSGOOD PORTABLE AND COUNTER SCALES.

The Osgood Scale Co., Binghamton, N. Y., report a very successful season's business with Osgood Portable and Counter Scales. These scales are carefully sealed with U. S. standard sealing weights, and are guaranteed to be absolutely correct. Osgood scales are constructed for heavy, hard usage, and adapted to all general weighing where accuracy, durability, and sensitiveness are required, as in first-class stores of all kinds, warehouses, factories, etc. Every part is made with extreme care, the Osgood Scale Co. says. The pivots and bearings, both in the beam and under the platform, are made of strong, finely tempered steel, the beams, poises and thumb-screws being all made of highly polished brass. The castings are heavy and the platforms are full size. In the Osgood portable scales the axles run through the frame. The pillar, cap and board are of well-seasoned hardwood, painted a delicate blue, and gold striped. The Osgood Scale Co. manufacture all the popular sizes and capacities, and all principal modifications, including drop-lever, bag rack, double beam, iron platforms, etc. Osgood counter and grocery scales are constructed from new patterns, of the highest grade material. All pivots and bearings are carefully tempered. These scales are finished in vermilion and gold striped, with attractive transfers. When writing the Osgood Scale Co., kindly mention THE AMERICAN ARTISAN.

RETAIL HARDWARE DOINGS.

NEW FIRMS AND CORPORATIONS.

Mount Joy, Pa.—The Mutual Hardware Co. has been incorporated with a capital stock of $10,000.

Greenwood, Tenn.—The Wade-Hobbs Hardware Co. has been incorporated with a capital stock of $60,000 by G. A. Wade and B. M. Hobbs.

Monroe Center, Ill.—Arthur Dragor will engage in the hardware business here.

Mankato, Minn.—M. J. Bekke of Sleepy Eye has purchased the hardware establishment of A. G. Detlaff.

Burkeville, Va.—The Burkeville Hardware Co. has been incorporated with a capital stock of $15,000 by G. W. Hale, C. S. and Milton Cutherel.

Virginia, Minn.—Mark and Chas. Norton of Northfield will open a hardware store here.

Iron River, Md.—Jos. Selin of Bessemer will engage in the hardware business in this city.

Austin, Tex.—The Ruhman Hardware Co. has been incorporated with a capital stock of $20,000.

Houston, Miss.—The Brand-Lyles Hardware Co. has been incorporated with a capital stock of $25,000 by R. F. Brand and J. L. Smith.

Long Island, Kans.—W. R. Jacobs of Brewster has purchased a hardware store here.

BUSINESS CHANGES.

Rankin, Ill.—The R. Sloan Hardware Co. has been purchased by Carl Englebrecht of Cissna Park.

Nashville, Tenn.—The Benedict, Warren & Davidson Co. have changed their name to the Benedict-Warren Hardware Co.

Cambridge, Ill.—The hardware firm of H. and W. Weinrich has been purchased by S. C. Carl of Lone Tree, Ia.

Findley Lake, N. Y.—J. J. Brookmire has disposed of his hardware store to E. P. Barmore.

Candor, N. Y.—W. A. Holdridge has disposed of his hardware store to J. P. Fiebig.

Denison, Tex.—Jesse Dollahide has severed his connection with the hardware firm of Dollahide & Harris.

Stillwater, Minn.—Londrus Sargent and Chas. E. Mosier have purchased the hardware store of John J. Karst on Main street.

Birmingham, Ia.—The Girard Workman Hardware Co. have disposed of their stock to Stanley Kerr.

MISCELLANEOUS.

Frederic, Wis.—C. A. Carlson, formerly of Minneapolis, is erecting a building here for a hardware store.

Nome, N. D.—The Nome Hardware Co. has suffered a loss by fire.

Lawton, Okla.—The Lawton Hardware Co.'s store was damaged by fire.

Valparaiso, Ind.—A petition in bankruptcy is reported to have been filed against the hardware firm of Banister & Otis.

Pawtucket, Mass.—The hardware firm of Duffy Bros. suffered a loss by fire.

Ionia, Mich.—The Webber Hardware Co. suffered a loss by fire.

Joliet, Ill.—The Barrett Hardware Co. are erecting a new building in Ottawa street.

Fredericksburg, Ia.—The Dawlin & Cleary Hardware Co.'s store suffered a loss by fire.

THE ATTITUDE OF THE JOBBER TOWARD THE MANUFACTURER IN ESTABLISHING BRANCH HOUSES.

(This address was delivered by H. C. Atkins, Indianapolis, Ind., at the convention of the American Hardware Manufacturers' Association held at Pittsburgh, Pa., on June 11.)

No jobber or association of jobbers would question the right or the wisdom of a manufacturer to exploit his own business to the very best of his ability and from every standpoint. It is very natural for the jobbing trade, whose average margin of profit is not sufficient to justify paying particular attention to the upbuilding of any individual manufacturer, to feel that they cannot, in justice to their own profit, spend time and money to develop the business of the manufacturer. The wholesaler feels that it is the manufacturer's business to look after creating a demand for his goods himself. When this work is done and the goods are introduced among the trade, then the jobber feels that he can afford to put the goods in stock, invest his money in the goods and sell them on the ordinary basis of profits which are usually granted to the jobbing trade by manufacturers.

BRANCH HOUSES NECESSARY.

Now this reason alone makes it very evident why manufacturers are obliged at times, to establish branch houses in distributing centers for the sale of their goods, and particularly to promote a permanent demand for the goods on the part of the smaller trade. The manufacturer does not do this because he wants to do it as a rule, but because he feels that it is necessary to do so in order to develop the trade in a satisfactory and permanent manner. Therefore, the fact of establishing and maintaining a branch house does not determine the attitude which the jobber should take toward the manufacturer who has a branch house.

A FEW POINTED QUESTIONS.

But there are questions entering into the evidence which make up the verdict of the jobbing trade toward such manufacturers.

1. Do the goods made by this particular manufacturer possess sufficient merit to entitle this manufacturer to a place on the market?

2. Does he make the kind of goods that meet the requirements of the trade?

3. Do the goods give satisfaction?

4. Do these goods yield the jobber an adequate margin of profit to compensate him for carrying them in stock and selling them?

5. Does the fact that this particular manufacturer operates a branch house prevent him from maintaining a proper and adequate re-sale price to protect the jobber in his trade with the retail dealers?

If the answers to these questions determine that this manufacturer's products are worthy of a place on the market, and if this manufacturer gives the jobber an opportunity to make a profit out of his goods, there is no reason in the world, beyond a personal reason, why the jobber should not buy this particular manufacturer's product and sell it.

The jobber who controls the output of a certain factory is a manufacturer as far as the sales end of the proposition is concerned, and yet the attitude of his fellow jobbers toward him would not be any different than their attitude toward any other jobber. He would become a member of the Jobbers' Association; fully entitled to all consideration as such.

It is true that in this particular case there could not be any penalty enforced against such a jobber as might be enforced in the case of a manufacturer who does a jobbing business.

JOBBER SHOULD BENEFIT BY BRANCH HOUSE.

Let us go a little farther. There is no reason in the world why a manufacturer with a branch house for the sale of his own goods should not be of vast assistance to the jobbers in his territory. The manufacturer then becomes a live force for the introduction and sale of his goods and for the establishment of his goods on a permanent basis. No manufacturer opens a branch in any particular distributing territory without the avowed purpose of interesting the jobbers in that particular territory in his goods, and no manufacturer would hesitate to co-operate with the jobber in the profitable sale of his goods, if the jobber will let him.

No manufacturer operating a branch house has anywhere near the number of salesmen on the road, nor does he cover the amount of territory that is covered by the jobber's salesmen; nor as closely. It is his aim to do just enough business, and keep just enough force behind his goods in a particular distributing territory to keep his goods alive and make them profitable for the jobber to handle. He helps to keep out competition in kindred lines on the part of his manufacturing competitors, and if the jobbers in the territory in which he operates a branch house co-operate with such a manufacturer, the results can be made most satisfactory to the jobbing house.

I venture to say that if the mutual interests of the jobber and manufacturer were considered in this broad way, and co-operation were the rule, that the manufacturer who had maintained a branch house in a certain territory for ten years would be asked to continue that branch house as an aid to the jobbing interests, if he should seriously consider giving it up.

The interests of the manufacturer and the wholesale hardware distributor in a proposition of this kind are mutual. It is distinctly to the interest of the manufacturer to protect his wholesale trade by establishing and maintaining his own re-sale prices to the retail trade and requiring his wholesale trade to do likewise.

THE ADVERTISING ADVANTAGE.

With the manufacturer on the ground, knowing the conditions that obtain in a territory, the wholesale hardware trade is in a position to receive from the manufacturer the advertising assistance necessary to enable the jobber to handle the goods profitably, with a minimum of expense for selling and a maximum of efficiency for delivering.

A great many manufacturers make varied lines of goods not necessarily confined to one class of trade. These manufacturers, more than any others, require the assistance of branch houses to properly develop and maintain their trade in territories at a distance from their factories. If they are given every assistance by the jobbing trade they will in

turn protect the jobber in his trade and so form between the manufacturer and the wholesale trade a community of interests that will be for the benefit of both.

I can conceive of cases where manufacturers go into the jobbers' territory and open branch houses with the avowed intention of taking the dealers' trade at prices less than the jobber could afford to make. The manufacturers' reasons for so doing may be for revenge, or with the mistaken idea that he was to profit by the transaction. It makes little difference what his reasons may be for establishing such an organization; but such a course would only be pursued by the manufacturer who had no regard for the jobbing trade, and he would not be inclined to care what attitude the jobbing trade should take concerning his goods.

Therefore, any penalty that might be inflicted upon such a manufacturer would not deter him from carrying out his intentions, and penalizing manufacturers for maintaining branch houses would therefore, become a punishment only to the manufacturer who has in mind working in common with the wholesale trade.

THE QUESTION OF COMPETITION.

In these days business houses cannot stand still. They must grow or they will fall behind. Manufacturers cannot be satisfied while their competitors are reaping a harvest in a certain distributing territory, nor will they remain quiet and let a competitor go into a territory where they have been strong and make an effort to take their trade away. Manufacturers must look after their fences. Looking after their fences does not mean unfair competition in trade necessarily; nor does it mean failure to maintain profitable re-sale prices on manufactured products.

Therefore, we can conceive of vast benefits to the wholesale trade from the policy of the manufacturer who establishes a branch house in a certain territory and extends to his jobbing trade in that territory a price which will enable them, by co-operating with him and maintaining a re-sale price on the goods, to make a reasonable profit or even an exceptional profit, as the case may be. In this case the manufacturer will use every means within his power to keep his goods favorably before the buying public, and so enable the jobber to maintain his trade on these goods without fear of competition from other sources and with full knowledge that his profits are to be maintained.

I know of a good many manufacturers who do not have branch houses, whose goods are eagerly sought for by the jobbing trade but who do not even maintain the differential in price between the consuming public and the jobbing trade, but sell them at practically the same price and cut out the possibility of a jobber marketing these goods to the consumer who buys in large quantities, or really the most profitable part of the jobber's trade.

SPECIAL BRAND GOODS.

This brings us to the question that is ever before the jobbing trade, as well as the manufacturer, and that is, the increase in demand for special brand goods. What has caused this demand? To my mind the main cause is the competition between jobbers themselves on standard manufactured brands. It has had the effect of so reducing their legitimate profits on some of the most staple goods that are handled by the wholesale hardware trade, that these staple goods are no longer attractive to them from a profit standpoint.

The jobbing trade can, without the knowledge or consent of the manufacturer, reduce the profit on the manufacturer's goods to a point where the jobbing trade is no longer interested. The jobber then begins to hunt around for a means to cure this evil and hits upon the special brand, which is made for him by this same manufacturer, perhaps at a price which will enable him to make a fair return on his investment.

The jobbers are well and favorably known to their local trade. Their reputation is good and they take the chance of making use of their good-will to establish brands of their own in order to recoup themselves for having been obliged to meet unfair competition among themselves.

PRIVATE BRANDS DETRIMENTAL TO MANUFACTURERS.

The manufacturer is placed in a very awkward position in this matter, to say nothing of his loss of profits. He has large sums invested in plant and machinery on which he is entitled to a fair income. He has been honest and fair in his dealings with the public and has built up a good business; but now the very foundation of his business is threatened with slow disintegration, not from any fault of his own but from the competitive methods adopted by his trade in trying to secure business on his line of goods.

It takes a long time to bring about a condition of this kind but the condition may confront us any day, and it is a rather insignificant jobber that is not thinking a good deal about special brands.

Where are the jobbers' profits going to be in ten years from now on special brands. Is not John Smith's special brand tool made by the same manufacturer who makes your tool (probably picked out of the same bin or stock rack) just as good a tool as you are selling? Can you prove to your trade that yours is any better? Then what is going to prevent John Smith from selling his tool 10 per cent cheaper than yours. In ten years from now your special brands will be more unattractive to you than manufacturers' brands are today for just the same reason, namely, close competition among yourselves.

Now is not the manufacturer doing you a service when he goes into your territory and smooths out such unfair competition, keeps his goods before the public and allows you to make a legitimate profit on goods which are demanded by the retail and consuming trade? When this special brand business becomes unprofitable the manufacturers who have established their own goods and jealously maintained their re-sale prices will then be in a position to give the jobbers a line of goods which will again place them on a satisfactory plane from a profit standpoint.

INTERESTS OF MANUFACTURER AND JOBBER IDENTICAL.

The interests of the American Hardware Manufacturers' Association and the interests of the Southern Hardware Jobbers' Association lie along parallel lines. The desire of the manufacturer is to have a permanent and steady market for his product throughout the jobbing trade, but his efforts to establish such a market often compel him to spend money in trade developments which he would prefer not to spend. This expenditure for the development of trade ultimately becomes the heritage of the jobbing trade as a direct result of the desire on the manufacturer's part to do a profitable business squarely and honestly, at all times protecting the jobber in his profits.

There are many small questions of detail and expediency which it is not possible to cover in the short time that can be given to the consideration of a subject of this kind.

That policy which will insure profits in the future and build up a business which is permanent generation after generation; which can be handed down from father to son, is in the end more satisfactory, both to the manufacturer and the jobber, than policies which do not accomplish this end.

When the manufacturer is willing to help create and maintain a market for his goods he should have the co-operation of the jobbing trade and their hearty support.

You have much more to fear from your own competition among yourselves than you have to fear from the competition of the wise manufacturer, who wants your trade and is willing to meet you more than half way to make that trade satisfactory and profitable to you as well as himself.

Sometimes the manufacturer is placed in the position of the "Darling Daughter" in the familiar jingle which you used to sing when you were boys:

Mother, can I go out to swim?
Yes, my darling daughter,
Hang your clothes on a hickory limb,
But don't go near the water.

That business which is so "different" that it cannot be helped by advertising—usually remains about the same.

Advertising Department

Our readers are invited to send in copies of their advertisements in the local press for criticism. All communications should be addressed to the "Advertising Department" of THE AMERICAN ARTISAN.

As a general announcement the advertisement of the Burr-Persons Hardware Company of Griffin, Ga., which appeared recently in the *Griffin* (Ga.) *News* and

For

Heating Stoves, Cook Stoves, and Ranges

We are headquarters.

Buy a Great Majestic Range. They cost a little more, but are acknowledged to be the best on earth. It is the Range the U. S. Government uses.

Burr-Persons Hardware Co

Griffin, Georgia.

occupied four and one-half inches of space, two columns wide, is very satisfactory. It is not one calculated to produce a demand for the articles advertised, but anyone reading it who is in need of a heating stove, cook stove, or range might be influenced to drop in and look over the company's line. The final paragraph in reference to the "Great Majestic Range" is its strongest feature. The space could have been utilized to better advantage by showing a cut of this range and giving some of the reasons why it is superior to others. The arrangement and selection of the type is very good.

* * *

Get into the habit of installing window displays. A window can be turned into a valuable advertising medium—it can likewise be turned into a poor one. Window displays should be changed at frequent periods, and the one thing to be remembered in this connection is simplicity. Do not undertake to pile your entire stock in the window at one time. Just a few articles, one or two neatly printed cards or signs with a neat background, and the trick is easily accomplished.

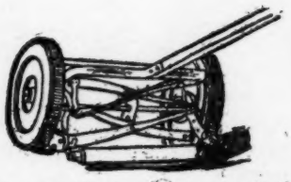
* * *

The object of a store window is to advertise, not only by day, but at night. Every store window, to attract attention, must be brilliantly lighted to make it conspicuous from a distance. Many people will cross a street to inspect the contents of a window if it is particularly well lighted.

* * *

A very commendable advertisement is that of the San Bernardino Hardware Co. of San Bernardino, Cal., which is devoted to lawn mowers, garden hose and accessories. The text is written in convincing style, the arrangement of the ad is good, and the type selections are satisfactory. Indeed it would be no easy matter to materially improve on it. It occupied the same space in the *San Bernardino* (Cal.) *Index* of recent date that it does here.

"HARDWARE HUSTLERS"



Buy Lawn Mowers Here

They Are Carefully Selected

Our stock of Lawn Mowers is bought after a careful study of the different lines on the market. We price them at a small advance over the original cost. We offer them to you knowing them to be right, and knowing, too, that we save you money on every purchase.

GUARANTEED GARDEN HOSE

Our Garden Hose satisfactorily solves the Garden Hose problem. You can rely on our Electric Garden Hose getting through the summer without leaking. It will outlast cheap hose by several seasons.

Our prices on the different grades represent a slight advance over the initial cost. There is no better hose obtainable in San Bernardino than that obtainable in this store.

WE HAVE A FULL ASSORTMENT OF NOZZLES, SPRINKLERS, COUPLERS, WASHERS AND OTHER ACCESSORIES FOR LAWN AND GARDEN WORK.

San Bernardino Hardware Co.

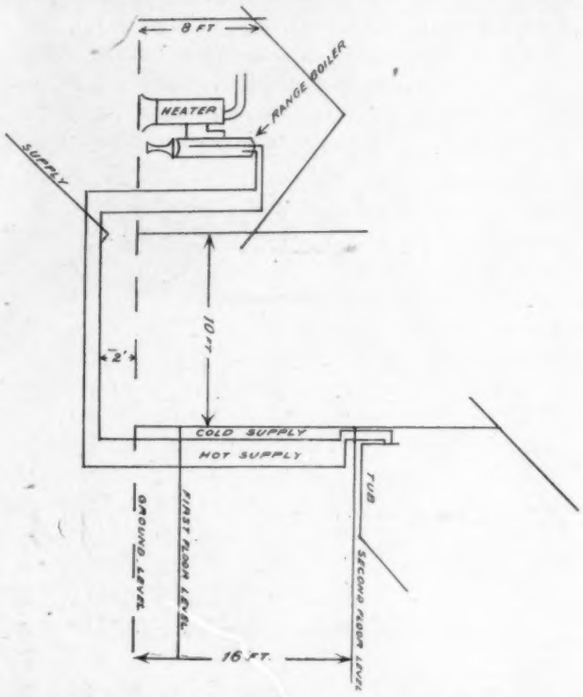
429-431 Third Street. Phones: Home 36, Main 112

Heating and Ventilating

WHO CAN SOLVE THIS PLUMBING PROBLEM?

To THE AMERICAN ARTISAN:

I herewith submit an elevation plan showing a bath tub on second floor 18 feet above water heater, and to which we want to deliver hot water. On account of the buildings being 10 feet apart, it will be necessary to carry the hot water pipe under ground beneath the boiler level, in order to prevent freezing.



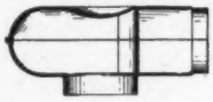
Elevation Plan, Showing Bath Tub on Second Floor 18 Feet Above Water Heater.

I should like to be advised how to pipe with a circulating pipe so as to keep the water warm on the second floor. I trust that some reader of your paper will be able to supply the necessary information.

Linton, Ind. GEO. F. CHAPMAN.
CHAPMAN-BAERTICH CO.

RECENTLY PATENTED WARM-AIR FURNACE.

A United States Patent on a warm-air furnace was on June 8 granted to Frank V. Knauss of the Portsmouth Stove & Range Co., Portsmouth, Ohio. The application for the patent was filed on November 16, 1908. In combination with the combusion chamber and jacket of the furnace, forming an air space between them, are a relatively restricted outlet from the combustion chamber, and a supplemental heating chamber of relatively larger diameter, communicating with the outlet and occupying a position at the top of the air jacket and exposing a substantial radiating surface. There is a lateral outlet from the supplemental chamber, and a segmental partition in the chamber aligned with the combustion chamber outlet vertically and laterally adjacent to the outlet from the supplemental chamber, the top of the chamber having a convex surface, adapted to deflect radially the products of combustion, whereby the products of combustion are prevented from direct escape and are utilized in heating a supplemental radiating area at the top of the air jacket.



Part of Furnace on Which Patent Was Granted.

"SUPERIOR" WARM-AIR FURNACES.

A 48-page catalogue just issued by the Utica Heater Co., Utica, N. Y., Chicago Branch 105 Lake St., describes and illustrates the company's complete line of "Superior" warm-air furnaces, and gives lists on registers, pipes and fittings, furnace specialties, etc. Several pages of information of value to furnacemen are also given in the catalogue together with a number of very useful tables. The Utica Heater Co. state that "Superior" furnaces will appeal to the class of dealers who believe in warm-air heating on account of its merits rather than its price, it being the company's first aim to build heaters which will by their high grade reflect credit on warm-air heating. They state that their facilities for producing good heaters are the best, that their plant is equipped with the most modern devices for turning out goods which are right, and that their shipments are promptly and carefully made. All these facilities are at the service of the customers of the Utica Heater Co., and they say that they will spare nothing in their efforts to co-operate with their customers in the interest of good heating. The 23 illustrations which are given in the catalogue bring out to excellent advantage the strong features of "Superior" furnaces. There is also illustrated the company's one-piece cast-iron radiator showing the difference in construction between the hard and soft coal patterns. In the soft coal construction, the combustion travels in both directions through the radiator. In the hard coal, the combustion travels in one direction and passes completely around the radiator before passing into the smoke pipe. The Utica Heater Co. can also furnish the cast radiator arranged so that it can be changed from hard to soft coal construction by the dealer. The company's cast radiators are made by a patented molding process and are guaranteed to be absolutely even and gas-tight. The "Superior" grate is believed by the company to be the best grate ever made, its simplicity and effectiveness appealing to practical furnacemen, for it is only necessary to remove two cotter pins to replace any bar. "Superior" school house heaters are also given the necessary attention in the catalogue, which will be forwarded to the trade upon request. When writing for it, kindly mention THE AMERICAN ARTISAN.

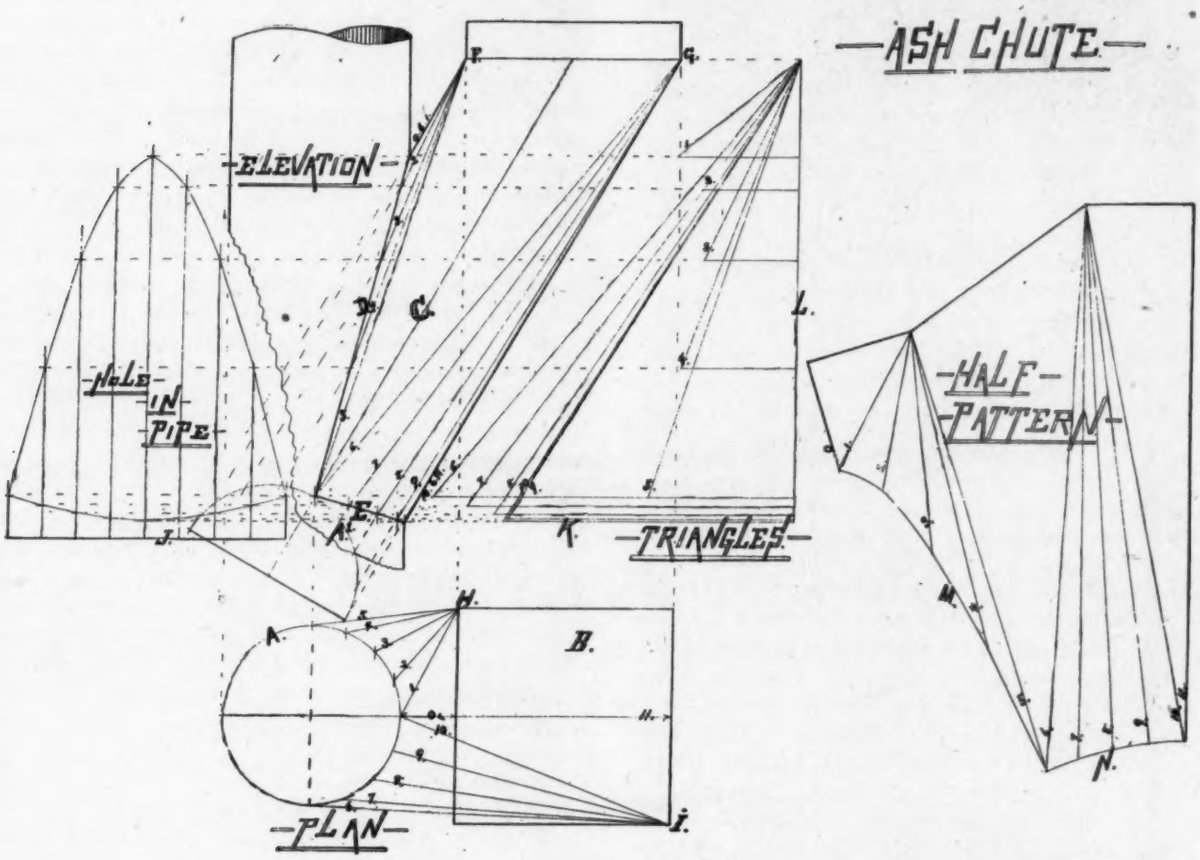
The next regular meeting of the Midland Club will be held in the Hollenden Hotel, Cleveland, Ohio, on Wednesday, June 30. All manufacturers of warm-air furnaces who are located in the Central West, whether members of the club or not, will be invited to be present. An unusually large attendance is anticipated.

Tinshop

ASH CHUTE.

BY G. L. GRAY.

To draw pattern for ash chute, first draw elevation and plan as shown; space half-circle of plan into an equal number of spaces and draw lines from these spaces to corners *H* and *I*, as shown in square *B*. Next draw center line *C* and half-circle *A*, and space the same as half-circle *A* of plan. Place T-square parallel with center line *C* and draw dotted lines from all spaces in half-circle *A* indefinitely. Draw lines from spacings in circle of plan intersecting dotted lines just drawn. Drawing lines through these intersecting points will give miter lines *D* and *E*; draw lines from points *F* and *G* to points on miter lines *D* and *E*; number these lines as shown, also number lines in plan. To draw pattern for hole in round pipe, draw stretchout line *J*, and place spacings on same from half-circle *A*, and erect stretchout lines indefinitely. Draw lines from miter lines *D* and *E*, intersecting corresponding lines in stretchout. Drawing lines through the intersecting points will give pattern for hole of round pipe. For triangles, draw lines *L* and *K* and proceed the same as explained in previous lessons, taking the distances of each line in plan and setting on proper line in triangle. Then for the lengths of lines *o* to *11* of plan take the distance from lines *o* and *11* in elevation, and for the spaces on lines *M* and *N* make the same as spaces on pattern for hole in pipe.



BUSY SEASON FOR THE STAR ENAMELING & STAMPING CO.

The Star Enameling & Stamping Co., Pittsburgh, Pa., are enjoying a very busy and prosperous season. From present indications, they predict that the year 1909 will break all records with them. Their plant, which is one of the most complete of its kind in the country, is situated four miles from the business center of Pittsburgh and can be conveniently reached by three street car lines, and by the Pittsburgh and Lake Erie Railroad. They are now making a full line of enameled ware in two grades—gray mottled, and blue and white, besides a number of specialties in white, and in double coated ware known to the trade as brown stone. They also manufacture the most important items in plain, pieced, stamped and japanned tinware, besides galvanized oil cans, garbage cans, etc. They employ about 425 people, and a large part of their plant is run night and day. During the past eight years, their business has increased 25 per cent each year over the preceding year and they are now doing 30 per cent more business than a year ago. The company's growth during the last eight years has been marked. Starting business with the manufacture of but a few items, they are now making a complete line. By the installation of new and up-to-date machinery, they are now making all their own shapes. Six months ago, they installed an automatic sprinkler system at a cost of $11,000. With three sources of water supply they state that it is almost impossible for an outbreak of fire to make any headway in their plant. As a result of the installation of

this fire prevention system, they have succeeded in having their insurance rates reduced one-third from those that obtained prior to the adoption of the automatic sprinkler system. The Star Enameling & Stamping Co.'s plant is surrounded by unexcelled facilities for shipping, their average output being 3 cars per day.

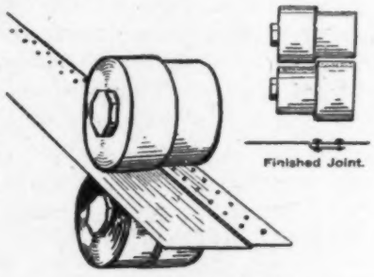
FINIALS OF WM. FOSTER & SONS.

Wm. Foster & Sons, 1000 E. Carpenter St., Springfield, Ill., have put on the market a line of finials, one of which is shown in the accompanying illustration. They say that these finials are the neatest that have been put out for years, and that several of them can be sold with every lot of ridge roll furnished for a dwelling house. The base is so constructed that they will fit either 1½-inch or 2-inch ridge roll and fit so snugly that soldering is not required. A metal tongue extends down from the base in front, through which a nail can be driven into the facia board. These finials are nine inches high and 10 inches long at the base. Wm. Foster & Sons say that they are in great demand, and that dealers who will put a sample lot in stock will be surprised how quickly they will sell. When writing Wm. Foster & Sons, kindly mention THE AMERICAN ARTISAN.

The Newest Thing in a Finial.

THE THOMPSON STEEL SWEDGING ROLLS.

The H. F. Thompson Boat & Pattern Works, Decorah, Iowa, have recently brought out the Thompson Steel Swedging Rolls for making flush joints on sheet metal, as shown in the accompanying illustration. These rolls are made to fit any beading machine, and will swedge No. 14 gauge metal or lighter, in either formed or flat sheets, on boats, tanks, etc. By their means, tapering the joints on smoke stacks, well casing, etc., may be eliminated. They will also enlarge or reduce the diameter at the ends of pipe. Besides being adapted for boats and tanks, they may be used to equally good advantage on vats, ventilating pipe, etc. When writing The H. F. Thompson Boat & Pattern Works, kindly mention THE AMERICAN ARTISAN.



Thompson Swedging Rolls.

THE "GLOBE" VENTILATOR.

The Globe Ventilator Co., Troy, N. Y., are calling the attention of the trade to the "Globe" Ventilator, illustrated herewith, and made of copper, galvanized iron and with glass tops for skylight purposes. It is declared to be absolutely stormproof. It is designed for the ventilation of schools, churches, halls, mills, factories and audience rooms. The manufacturers state that the "Globe" is "built on honor and sold on merit," and that it is meeting with great favor wherever introduced. It is of substantial construction and is said to be a thoroughly practical ventilating device, devoid of complicated mechanism. When writing the Globe Ventilator Co .for descriptive literature, kindly mention THE AMERICAN ARTISAN.

The "Globe" Ventilator.

"STANDARD" ALUMINUM KITCHEN WARE.

The Standard Aluminum Co., Two Rivers, Wis., are calling the attention of the trade to their line of "Standard" Aluminum Kitchen Ware, which includes baking pans, pie plates, spiders, griddles, skimmers, soup ladles, sauce pans, etc. The adaptability of aluminum for cooking utensils has been demonstrated beyond a doubt, says the company. It is a light metal and is peculiarly adapted for such articles as are here mentioned. The manufacturers declare that "Standard" aluminum kitchen ware will last a lifetime and that it will not crack off or corrode, thus making it practically indestructible. Their products have a bright finish and do not turn black, they say, after having been used several times, thus rendering them clean and wholesome. As aluminum is a great conductor of heat, the Standard Aluminum Co. state that their ware will bake quickly and evenly, that nothing can be burned or scorched in it, and that no matter how long anything may stand in it, it will have no taste of the metal. The company advise that after years of experimenting it is now possible for them to manufacture baking pans, pie plates, spiders, skimmers, cups, etc., at a cost so small that they are within the grasp of all. When writing the Standard Aluminum Co., kindly mention THE AMERICAN ARTISAN.

ANNOUNCEMENT OF THE CANTON ART METAL CO.

The Canton Art Metal Co., Canton, Ohio, announce that they are now ready to furnish their full line of metal ceilings in their new construction, having punched nail holes and repressed beads, reducing the cost of erection fully one-half and giving an invisible joint. They request the trade to write them for catalogue and other descriptive literature. When writing, kindly mention THE AMERICAN ARTISAN.

CATALOGUE OF DREIS & KRUMP MFG. CO.

Dreis & Krump Mfg. Co., Chicago, Ill., are now distributing their catalogue of sheet metal working machinery, steel cornice brakes and heavy steel power brakes. In it, they have comprehensively illustrated and described the various sizes of cornice and heavy power brakes in ordinary demand. They state that they will gladly give quotations in detail on odd and special sized brakes. Among their machines, which are illustrated in this catalogue, are front and rear views of the No. 4 steel cornice brake, a view of the steel range makers' brake and one of their steel electric worker's brakes.

In giving a general description of the steel brakes, they say the main construction is a patented arrangement of steel plates. These are securely placed in such a position that in all cases the strain is directly against the edge of the respective plates, thus the greatest possible strength is obtained. The apron or bending leaf is re-inforced by an angular shaped strengthening plate. Substantial truss rods are provided for additional support and adjustment. They state that steel is recognized as having three times the strength of cast iron and it has qualities over other materials besides strength that makes it especially desirable for brake construction, but the principal advantage is that it always remains perfectly straight and true under all conditions. Any parts of Dreis & Krump Mfg. Co.'s steel cornice brakes that prove defective within one year from shipping date will be furnished free of charge. When writing for their catalogue, kindly mention THE AMERICAN ARTISAN.

NOTES AND QUERIES.

F. D. STOLZ COMBINATION HEATERS.

From The Fuller-Warren Co., Milwaukee, Wis.

Can you inform us who are now making the F. D. Stolz Combination Hot Water Heaters?

Ans.—F. D. Stolz Co., 156 Webster Ave., Chicago.

UNDERFEED FURNACES.

From Simpson & Reynolds, Eureka, Ill.

Will you please give us the address of a maker of underfeed furnaces (warm air)?

Ans.—The Peck-Hammond Co., Cincinnati, Ohio; Sprague Foundry & Mfg. Co., 3d Ave. and 11th St., Council Bluffs, Iowa.

ROOFING SLATE.

From M. E. Bigelow, Tuscola, Ill.

Will you tell me where I can buy roofing slate?

Ans.—Auld & Conger, Cleveland, Ohio; O'Halloran & Jacobs, Pittsburgh, Pa.

"AMERICAN" FIRE HYDRANT.

From R. E. Mead, Toledo, Iowa.

Will you please tell us who are the manufacturers of the "American" fire hydrant?

Ans.—James B. Clow & Sons, 350 Franklin St., Chicago.

UNDERFEED FURNACES.

From Hausen & Kahl, Fort Atkinson, Wis.

Will you please tell us who manufactures underfeed furnaces?

Ans.—The Peck-Hammond Co., 126-132 E. Pearl street, Cincinnati, Ohio; Sprague Foundry & Mfg. Co., 3d Ave. and 11th St., Council Bluffs, Iowa.

ADJUSTABLE RANGE BOILER STAND.

From The Foster Stove Co., Ironton, Ohio.

Can you give us the address of the firm making an adjustable boiler stand, branding it "R. & H." Manufacturing Company?

Ans.—Redway & Henry Manufacturing Company, 109 W. 2nd St., Cincinnati, Ohio.

"MAJESTIC" LAWN MOWERS.

From Evans Bros., Newton, Kan.

Will you please tell us where "Majestic" Lawn Mowers are made?

Ans.—Thomas Mfg. Co., Springfield, Ohio; Blair Mfg. Co., Springfield, Mass.

ITEMS.

A petition in bankruptcy is reported to have been filed against the United Cornice & Skylight Works, 153 Lewis street, New York City. It was alleged that the corporation is insolvent and made preferential payments and transfers of merchandise and accounts of $1,000. The business was started in 1900 and incorporated in April, 1907, with capital stock of $6,000.

Follansbee Bros. Co., Pittsburg, Pa., have been awarded a contract for 1,064 squares of Scott's Extra Coated Roofing Tin for use on the Nagle Corliss Engine Works, Erie, Pa. The company advise that this brings the total quantity used by the Nagle companies to over 1,000 boxes and that it is probably the largest area ever covered by one concern with one brand of roofing tin.

Open shop was formally declared by the Master Sheet Metal Workers' Association of Little Rock, Ark., in a meeting held recently in that city. This action on the part of the association follows the failure of the union men to accede to the demands of the employers and return to work without the contract under which they have been working for several years. James Hornibrook is secretary of the association.

Lloyd R. Benson, Ellsworth, Kans., has been granted a United States patent on a soldering flux in solid form, consisting of the following ingredients, by weight: Eighty parts of commercial stearin; six and one-half parts of rosin, and thirteen and one-half parts of a residue of a solution consisting of bibonate of soda three hundred parts, chloride of zinc one hundred parts, and muriate of ammonia one part.

DELUGED WITH REPLIES.

To THE AMERICAN ARTISAN:

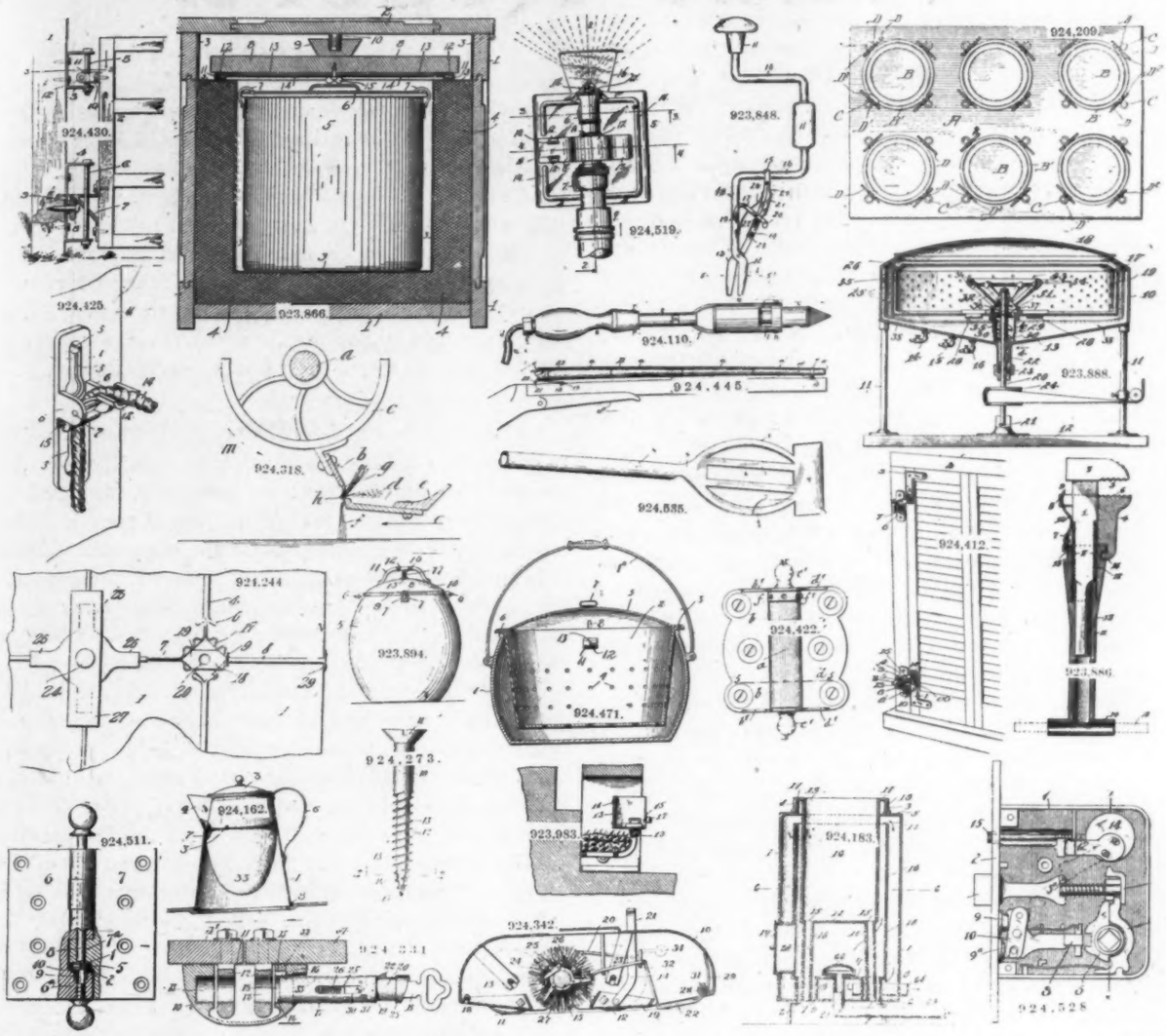
Please discontinue our advertisement for "Cornice Brake to Sell." We have sold the brake, and still the inquiries pour in.

RUDGE & GUENZEL CO.

Lincoln, Neb., June 5, 1909.

The clerk is in direct line to become a salesman. It is the next job above him. He has an option on it. It is merely a matter of "getting busy" with his mind and learning all that can be learned (which is a great deal) about the merchandise under his charge.

NEW PATENTS.



923,848—Bit-Brace. William P. Johnson, Plumtree, N. C. Filed April 22, 1908. Serial No. 428,653.

923,866—Fireless Cooker. Peter E. Little, Dayton, Ohio. Filed February 4, 1909. Serial No. 475,956.

923,886—Wrench. William E. Piper, Savannah, Mo. Filed March 5, 1908. Serial No. 419,371.

923,888—Washing Machine. George A. Post, Chicago, Ill. Filed October 15, 1906. Serial No. 339,033.

923,894—Steam-Cooker. Willie G. Rusby, Cuervo, N. M. Filed September 13, 1906. Serial No. 334,470.

923,983—Iron-Heater. Fannie L. Miller, Barnesville, Ga. Filed March 2, 1909. Serial No. 480,965.

924,110—Soldering-Tool. Edward L. Seaman, Massillon, Ohio. Filed July 1, 1908. Serial No. 441,514.

924,162—Cooking and Heating Utensil. Charles W. Jackson, San Diego, Cal., assignor of one-half to Isaac A. Lothiam, Los Angeles, Cal. Filed November 1, 1904. Serial No. 230,894.

924,183—Gas-Stove. Marsavan O'Brien, Lawrence, Kan. Filed February 10, 1908. Serial No. 415,087.

924,209—Muffin-Pan. Henry R. Wolfer, Springvalley, Ill. Filed December 6, 1907. Serial No. 405,378.

924,244—Roof. Theodore Kress, Fort Wayne, Ind., assignor of one-tenth to John P. Kress, Fort Wayne, Ind. Filed July 25, 1908. Serial No. 445,349.

924,273—Screw. Otto Rehse, Germantown, Cal. Filed February 18, 1908. Serial No. 416,449.

924,318—Cutter for Lawn-Mowers. Adelbert B. Case, Springfield, Mass. Filed September 22, 1908. Serial No. 454,148.

924,331—Lock. Raffaele Feola, New York, N. Y. Filed March 5, 1909. Serial No. 481,383.

924,342—Carpet-Sweeper. Frederick Goeringer, Wilkes-Barre, Pa. Filed November 20, 1908. Serial No. 463,665.

924,412—Hinge. Carl F. Anderson, Guttenberg, N. J., assignor of one-half to George L. Earle, Union Hill, N. J. Filed November 28, 1908. Serial No. 464,867.

924,422—Spring-Hinge. Emil Bommer, New York, N. Y. Filed December 1, 1908. Serial No. 465,573.

924,425—Clothes-Line Fastener. Eugene C. Burnard, Newark, Ohio. Filed April 29, 1908. Serial No. 429,879.

924,430—Gate or Door Hinge. Christian W. Cook, Provo City, Utah. Filed July 30, 1908. Serial No. 446,101.

924,445—Light-Projecting Attachment for Firearms. Hiram A. Foss, Albion, Maine. Filed February 11, 1909. Serial No. 477,404.

924,471—Cooking Utensil. Edgar W. Kent, Seattle, Wash. Filed October 10, 1908. Serial No. 457,073.

924,511—Antifriction-Washer for Hinges, etc. Ernest L. Teich, New Britain, Conn., assignor to P. & F. Corbin, New Britain, Conn., a Corporation of Connecticut. Filed February 8, 1909. Serial No. 476,601.

924,519—Lawn-Sprinkler. Benjamin F. Wooding, Denver, Colo. Filed August 10, 1908. Serial No. 447,902.

924,528—Latch-Bolt-Dogging Mechanism. August Arens, New Britain, Conn., assignor to P. & F. Corbin, New Britain, Conn., a Corporation of Connecticut. Filed November 27, 1908. Serial No. 464,602.

924,535—Pancake-Turner. Frank Cottet, Cleveland, N. Y. Filed December 23, 1908. Serial No. 468,898.

Trade Report.

HARDWARE.

Business in the hardware trade continues quite satisfactory. Certain lines of spring goods which naturally were active for several weeks past are somewhat quieter and other lines are now becoming more prominent and taking their places. This has naturally caused quite an amount of irregularity in the market, both in volume of business and in prices. In some lines prices are firmer, with actual strength in those which are in the best demand, while in others where the buying is falling off a little there is a tendency to shade prices somewhat. About the best demand in the local market is for builders' hardware. A large amount of construction work is going on in this city, which has caused active buying of hardware and tools. There is a fair market for wire nails and a better demand for cut nails. The volume of business in barb wire is slightly less, as the seasonable demand is now about over. The outlook in the trade is considered encouraging, and provided the crops turn out well there is expected to follow an active demand for various kinds of hardware.

The base price of wire nails at the mill for jobbers is $1.70 per keg. The base price is $1.75 at the mill for full carloads and $1.90 at the mill for less than carloads. The base price of cut nails at the mill for jobbers is $1.80 per keg. The base price is $1.85 for full carloads at the mill, and $1.90 for less than carloads at the mill.

In the Chicago market wire nails are quoted as follows: Wire nails, jobbers' car lots, $1.93; retailers' car lots, $1.98; $2.05 out of store; painted barb wire, jobbers' car lots, $1.93; retailers' car lots, $1.98, with 30 cents for galvanizing; plain wire to jobbers in car lots, $1.93, and to retailers in car lots, $1.98.

Copper slating nails are quoted at 22 cents.

TIN PLATE.

The tin plate market is somewhat quieter, but it maintains a strong tone. The American Sheet & Tin Plate Co. is operating 202 of its 242 mills, while the independents are active to the extent of 90 per cent. For 100-lb. I. C. coke plates the price is $3.45 Pittsburgh, subject to a rebate of 5 cents per box on large orders.

Quotations are as follows:

American coke, tin, I. C., from store, New York:	
Bessemer steel, 100 lbs., 14x20	$3.95@4.00
Bessemer steel, 95 lbs., 14x20	3.85@3.90
Bessemer steel, 90 lbs., 14x20	3.75@3.80
Am. charcoal terne, 8-lb. coating:	
Worcester grades, 14x20, 107 lbs	4.05@4.10
Worcester grades, 14x20, 100 lbs	3.90@3.95
Worcester grades, 20x28, 200 lbs	7.75@7.85
For prompt shipment, f. o. b. mill:	
Coke, tins, 14x20, I. C	3.60@3.65
Coke, tins, 14x20, 100 lbs	3.45@3.50
Coke, tins, 14x20, 95 lbs	3.40@3.45
Coke, tins, 14x20, 90 lbs	3.35@3.40
Charcoal terne, 20x28, I. C	7.05@7.10
Charcoal terne, 20x28, 200 lbs	6.75@6.80

Usual difference for odd sizes and weights:

SHEETS.

Conditions in the sheet market remain practically unchanged. The American Sheet & Tin Plate Co. is operating 70 per cent of its mills, while the independents are working about 80 per cent. Prices are still being shaded. On fairly attractive business $2.20 on black and $3.20 on galvanized can be done, with occasional concessions of $1 a ton on particularly desirable orders. Corrugated roofing remains at $1.55 for painted and $2.80 for galvanized, these prices being shaded $1 to $2 a ton, according to circumstances.

COPPER.

There is a little more quiet tone prevailing in the market for ingot copper, as consumers and dealers bought very heavily in anticipation of the last rise, and are pretty well filled up for the immediate future. The decline abroad has also had some effect upon buyers, as they are very sensitive to any reaction in values, however slight. The London market shows a decline of £1 10s for the week on both spot and futures.

Thus far the decline abroad has had no effect upon the attitude of producers, more attention having been paid to the figures put out last week by the Copper Producers' Association, showing a decrease in stocks of copper held in the country of 13,349,932 lbs. for the month. The figures Jan. 1 were 169,848,141 lbs., against 183,198,073 lbs. May 1 and 122,357,266 lbs. Jan. 1. The total production for the month of May was 118,356,146 lbs., the largest on record, but deliveries totaled 131,706,078 lbs., or over 19,000,000 lbs. more than in April.

The demand for copper abroad continues unabated, and, judging from the shipments thus far this month, the total exports for June will be greatly in excess of those made last month. The consumption of copper by domestic users is on the monthly basis of more than 61,000,000 lbs., the largest deliveries having been made to consumers of any month for nearly two years. It is estimated that home consumption is now about 85 per cent of normal, and a still further broadening is anticipated. The general opinion seems to be that each month will show a further reduction in the stocks of refined copper on hand. The heavy deliveries contracted to be made in June are expected to result in a substantial reduction in stocks July 1.

Extreme fluctuations for the year:

	Highest.	Lowest.
Lake	14.55	12.55
Electrolytic	14.25	12.12½
Casting	14.12½	12.00
London, spot	£64 2 6	£54 12 6
London, future	64 17 6	55 10 0
London, best selected	67 15 0	59 0 0

NICKEL.

There is a nominal amount of activity in nickel and prices are firm. For large lots 40@46c is asked, while 50@55c is asked for less than ton lots.

SHEET ZINC.

Sheet zinc has been advanced ¼c to 7¼@7⅞c in cask lots and 8¼@8⅞c in less than cask lots.

SPELTER.

There has been a further advance in spelter, though the New York market is nominally unchanged at 5.45c for spot and July. St. Louis is firmer at 5.30@5.32½c. The Boston jobbing price is firm and higher at 5¾@6c in small lots.

PIG IRON.

Foundry iron continues quiet in the New England trade, and in other sections the movement has been principally in basic and pipe irons. The situation, however, has lost none of its strength, and in fact the tendency is generally upward. There has been no actual advance, but shading of current quotations has been practically done away with, and it is not so easy to buy even good round tonnages at the prices which ruled a month ago.

There is reported to have been some reduction in the number of blast furnaces in operation since the first of the month, but the weekly output is still being maintained on a basis of about 23,000,000 tons a year. The actual output for May was 1,880,098 tons, against 1,738,877 tons in April and 1,164,000 tons in May, 1908. The total production of pig iron for the year 1909 to date has been 8,956,324 tons, against 5,666,450 tons for the same time in 1908. The May production was the largest of any month since October, 1907.

As noted above, the principal business of the week has been in basic and pipe irons, the United States Cast Iron Pipe Company taking about 20,000 tons of pipe iron, and large sales of basic iron were reported amounting to about 25,000 tons. A fair tonnage is pending, and the market appears to be in a healthy condition. From Philadelphia comes the report of a good demand for malleable iron, with sales of 2,000 tons. A Connecticut concern is reported to have closed for 1,000 tons of malleable iron, including Virginia and Pennsylvania iron.

Most of the recent sales, however, have been of small lots, and it does not appear that outside of the steel and pipe makers there has been any sharp demand for iron. The demand for foundry iron has been principally to make up for a deficiency in the supply available for the end of the half year, as the increased business of the foundries has forced them to come into the market earlier than was expected.

In the matter of prices it cannot be said that there has been any particular change during the week, though the furnace men are holding their product fully as firmly as has been previously noted. The Alabama furnaces are generally holding at $12 ton for No. 2 foundry iron, with a small advance over this price being asked for deliveries in the last half, especially in the last quarter. It is still possible to shade these prices a trifle in the case of an order very attractive in tonnage and delivery, but there is less shading going on than has been the case for a long time.

Some of the furnaces have withdrawn from the market, and are unwilling to sell their iron for future delivery at any price that buyers are now willing to pay. This is especially true of the Alabama furnaces, but something of the kind is going on in Virginia. Virginia iron is quoted at $14@14.50 ton, Roanoke, for spot and third quarter iron.

CHICAGO MARKET.

Lake Superior charcoal	$19.50@20.00
Northern foundry No. 1	17.00@17.50
Northern foundry No. 2	16.50@17.00
Northern foundry No. 3	16.00@16.50
Southern foundry No. 1	16.35@16.85
Southern foundry No. 2	15.85@16.35
Southern foundry No. 3	15.35@15.85
Southern foundry No. 4	14.85@15.35
Southern No. 1, soft	16.35@16.85
Southern No. 2, soft	15.85@16.35
Southern gray forge	13.85@14.35
Southern mottled	13.60@14.10

PITTSBURG MARKET.

Bessemer, valley	15.00@15.25
Bessemer, Pittsburg	15.90@16.15
No. 2 foundry, Pittsburg	15.65@15.90
Gray forge, Pittsburg	14.90@15.15
Basic, valley	14.75@15.00
Basic, Pittsburg	15.65@15.90

BIRMINGHAM MARKET.

No. 1 foundry	11.75@12.25
No. 2 foundry	11.25@11.75
No. 1 soft	11.75@12.25
No. 2 soft	11.25@11.75

Rogers, Brown & Co., Cincinnati, say in their weekly report:

"There has been more business within the past week than most people generally imagined, and as a result the market is firmer and prices on lower grades of iron are strong and have been advanced on those grades which are scarce.

"Basic and Bessemer irons have had strong call, due to the activity in structural steel and rail lines, especially the former, which is assuming quite remarkable proportions. The business reported by the structural manufacturers is of the most encouraging character, and in some instances in the Central territory is the best they have had and promises better than for two years past.

"Low grades of pig iron are the best sellers and the pipe-making grades are scarce.

"The reported advance in price of Billets adds to the already strong position of the Steel end of the business and is a reflection of pig iron conditions for the last month or six weeks.

"Building and construction enterprises throughout the country are showing great activity, all of which can only have the best of influence on the pig iron market.

"We can report coke as also on the up grade, with an active market and prices stronger than they have been. The generally low level of prices, however, is an inducement to many buyers and yearly contracts are much in evidence."

Matthew Addy & Co., Cincinnati, say in their weekly report:

"There is no pessimistic note in the business chorus. From every quarter comes word of a steadily expanding volume of trade. The iron business has not been heading the procession in the revival of industry; on the contrary, it has been lagging behind other branches. But it looks as if the slow and steady betterment of conditions in the iron business meant that general improvement had come to stay. There is not a feature of the present situation that is not on the bull side. By this we do not mean that there is anything like a boom in prospect, but conditions are all promising. In the South order books are in fine shape. They have been gradually filling up until the aggregate tonnage is highly satisfactory. And in the North there has been and is much free buying. Prices, of course, have been at bottom figures, but they are firm and have a rising tendency.

"This week business has consisted of a good many small lots of Foundry iron and a few good sized lots of Malleable and Basic. The most favorable sign we have noticed is the urgency of many consumers for faster shipments. They want iron in a hurry, and they want it for actual use. There are some kinds of iron that are in exceedingly short supply —notably low grade Southern metals.

"The fact that coke is being bought in much larger quantities is significant, for coke is bought for prompt consumption."

Current Hardware and Metal Prices.

THE AMERICAN ARTISAN AND HARDWARE RECORD is the only publication containing western hardware and metal prices corrected weekly.

METALS.

FIRST QUALITY BRIGHT PLATES.

		Per Box.
IC	14x20	$6 40
IX	14x20	7 45
IXX	14x20	8 60
IXXX	14x20	9 85
IXXXX	14x20	11 00
IC	20x28	13 70
IX	20x28	15 70
IXX	20x28	18 15
IXXX	20x28	20 55
IXXXX	20x28	22 95

COKE PLATES.

Cokes, 180 lbs	IC	20x28	$ 8 50
Cokes, 200 lbs	IC	20x28	9 00
Cokes, 216 lbs	IC	20x28	9 50
Cokes, 270 lbs	IX	20x28	11 25

PIG IRON.

North'n Fdy., No. 1	$16 65@$17 15
North'n Fdy., No. 2	16 15@ 16 65
North'n Fdy., No. 3	15 65@ 16 15
Southern Fdy., No. 1	16 35@ 16 85
Southern Fdy., No. 2	15 85@ 16 35
Southern Fdy., No. 3	15 35@ 15 85
Southern Fdy., No. 4	14 85@ 15 35
Southern No. 1 Soft	16 35@ 16 85
Southern No. 2 Soft	15 85@ 16 35
Southern Gray Forge	13 85@ 14 35
Southern Mottled	13 60@ 14 10
Lake Sup. Charcoal	19 50@ 20 00
Southern Silveries, 4% Silicon	17 60@ 18 10
Southern Silveries, 5% Silicon	18 10@ 18 60
Southern Silveries, 6% Silicon	18 60@ 19 10
Jackson Co. Silveries, 6 per cent	19 90
Jackson Co. Silveries, 8 per cent	20 90
Jackson Co. Silveries, 10 per cent	21 90
Malleable Bessemer	16 40@ 16 85
Standard Bessemer	17 00@ 17 50
Alabama Basic	16 35@ 16 85

BLACK STEEL SHEETS.

No. 12	per 100 lbs.	$2 20@$2 30
No. 14	per 100 lbs.	2 25@ 2 35
No. 16	per 100 lbs.	2 35@ 2 45
Nos. 18-20	per 100 lbs.	2 60@ 2 65
Nos. 22-24	per 100 lbs.	2 65@ 2 70
No. 26	per 100 lbs.	2 70@ 2 75
No 27	per 100 lbs.	2 75@ 2 80
No 28	per 100 lbs.	2 85@ 2 95

GALVANIZED

No. 10	per 100 lbs.	$3 05@$3 10
Nos. 12-14	per 100 lbs.	3 05@ 3 10
No. 16	per 100 lbs.	3 05@ 3 10
Nos. 18-20	per 100 lbs.	3 15@ 3 25
Nos. 22-24	per 100 lbs.	3 30@ 3 35
No. 26	per 100 lbs.	3 50@ 3 55
No. 27	per 100 lbs.	3 70@ 3 75
No. 28	per 100 lbs.	3 90@ 4 00

POLISHED SHEET STEEL.

No. 24	per 100 lbs	$4 90
No. 26	per 100 lbs.	5 00
No. 27	per 100 lbs.	5 10
No. 28	per 100 lbs.	5 20

SMOOTH STEEL.

Wood's Smooth, No. 20		$3 05
" "	No. 22-24	3 10
" "	No. 25-26	3 15
" "	No. 27	3 20
" "	No. 28	3 30

PATENT PLANISHED SHEET IRON.

Patent Planished Sheet Iron, ..."A" $10.20,"B" $9 20

PATENT PLANISHED SHEET STEEL.

Lackey Planished Sheet Steel.....8½c

SOLDER.

XXX Guaranteed ½ & ½	per lb. 16 c
Commercial ½ & ½	per lb. 17½c
No. 1 Plumbers	15½c

SHEET ZINC.

500 lb. Casks	case, per cwt.	$7 15
300 lb. Casks	per cwt.	7 15
Sheets	per cwt.	7 15

COPPER.

Copper sheet, 100 lbs. over, base...17c

TIN PIGS AND BARS.

Banca, pigs, per lb	29 c
Straights, pigs, per lb	29 c
Straights in bars, per lb	33 c

LEAD.

American Pig	4.37½@4.40
Bar	4.37½@4.40
National (White) brands (in less than 100 lb lots), per lb	8½c

Sheet.

Full coils	per 100 lbs. $9 00
Cut coils	per 100 lbs. 9 50

HARDWARE.

ADZES.

Carpenters'.
Plumbs.....40%

Coopers'.
Barton's.....15%
White's.....15%

Railroad
Plumbs.....40%

Ship.
Plumbs.....40%
White's.....15%

AMMUNITION.

Caps, Percussion—per 1,000.

F. L. Waterproof, 1-10s	40c
G D	35c
Musket	60c

Shells, Loaded—

Loaded with Black Powder	40%
Loaded with Smokeless Powder, medium grade	40 & 5%
Loaded with Smokeless Powder, high grade	40 & 10 & 10%

Union Metallic Cartridge Co.:

New Club, Black Powders	40%
Nitro Club, Smokeless Powders	40 & 5%
Arrow, Smokeless Powders	40 & 10 & 10%

Winchester:

Smokeless Repeater Grade	40 & 5%
Smokeless Leader Grade	40&10&10%
Black Powder	40%

Gun Wads—per 1,000.
Winchester Gun Wads.....15%

Powder.

		Each.
DuPont's Sporting, kegs		$5 50
" "	½ kegs	2 90
" "	¼ kegs	1 60
Dupont's Sm'k'less	50-lb. drum	22 75
" "	25-lb. kegs	11 30
" "	12½-lb. kegs	5 80
" "	6¼-lb. kegs	2 97
"	1-lb. cans	52

Shot.

Drop shot, sizes smaller than B, 25-lb. bags, per bag	1 95
Drop shot, B and larger sizes, 25-lb bags, per bag	2 20
Buck Shot, 25-lb. bags, per bag	2 20
Chilled Shot, 25-lb. bags, "	2 20

ANCHORS

Expansion Screw Anchors.....10%

ANVILS

Trenton, 70 to 80 lbs	9½c per lb
Trenton, 81 to 150 lbs	9½c per lb

ASBESTOS.

Board and Paper.....33⅓%

AUGURS.

Boring Machine	70%
Irwin's	40&10%
Carpenter's Nut	70%
Hollow.	
Bonney's—list $30.00	75&5%
Stearns, No. 3	30 00
Post Hole.	
Digwell, 8-inch	per doz. 12 50
Iwan's Post Hole and Well	40%
Vaughan's, 4 to 9-in., per doz.	6 00
Rafting.	
Snell's	50&5%
Ship.	
Ford's, with or wi'out screw	40-10%
Snell's " " "	40-5%

AWLS.

Brad.		
No. 3 Handled	per doz.	$0 40
No. 1050 Handled	"	90
Shouldered, assorted, 1 to 4,	per gro.	$1 20
Patent asst'd, 1 to 4	"	85
Harness.		
Common	"	95
Patent	"	90
Peg.		
Shouldered	"	1 50
Patent	"	60
Scratch.		
No 1 handled	"	4 80
No. 18, socket handled	per doz.	1 25
No. 7 Stanley		1 80
Sewing.		
Common	per gro.	90
Patent	"	90

AXES.

Boy's Handled.		
Lippincott, 3 lb	per doz.	$6 00
Marshall Falls City	"	5 50
Broad.		
Plumbs, West, Pat		33⅓%
" Can. Pat		35%
" Firemen's (handled)	per doz	$19 00
Plumbs, Miners' (handled)	"	9 00
Single Bitted (handled)		
Blood's Champion		$10 50
Blood's Dull Finished		9 00
Rough Rider		9 00
American		6 50
Perfect Premier, Forest Clipper		10 00
Duquesne		6 00
Single Bitted (without handles)		
Blood's Champion		$7 90
Blood's Dull Finish		3 00
Rough Rider		7 00
Electric Chopper		8 25
Duquesne		5 50
Crown		6 25
Double Bitted (without handles).		
Blood's Champion, 3½ to 4½ lbs.	per doz	$10 00
Flint Edge	" "	9 75
Perfect Premier " "		11 00

The above prices on axes of 3 to 4 lbs. are the base prices.
3½ to 4½ lbs advance 25c
4 to 5 lbs. advance 50c.
4½ to 5½ lbs. advance 75c.

BAGS, PAPER NAIL.

Pounds	10	16	20	25
Per 1,000	$2.50	3.75	4.50	5.00

BALANCES, SPRING.

Frary's	40%
Pelouze	20%

BARS, CROW.

Pinch or Wedge Point..per cwt. $3 75

BASKETS.

Clothes.		
Small Willow	per doz.	$7 00
Medium "	"	8 75
Large "	"	10 50

Galvanized Iron.	½ bu.	1 bu.	1½ bu.
Per doz	$4 75	6 50	8 00

BEATERS.

Carpet.	per doz.
No. 13 Tinned Spring Wire	$0 90
No. 11 Spring Wire coppered	1 20
No. 10 Preston	1 10
Egg.	Per doz.
No. 50 Imp. Dover	$0 75
No. 102 " " tinned	85
No. 150 " " hotel	1 50
No. 10 Heavy hotel tinned	2 10
No. 13 " " "	3 30
No. 15 " " "	3 60
No. 18 " " "	4 50

BELLOWS.

Blacksmiths'	65%
Hand.	
8-inch	per doz. $8 50
10-inch	" 10 50
Moulders'.	
12-inch	" 13 00

BELLS.

Call.	
3-inch Nickeled Rotary Bell, Bronzed base	per doz. $5 00
Cow.	
High Grade	60%
Kentucky	65&10%
Door.	Per doz.
New Departure Automatic	$6 00
Rotary.	
3 -in. Old Copper Bell	4 00
3 -in. Old Copper Bell, fancy	6 00
3 -in. Nickeled Steel Bell	4 50
3½-in. Nickeled Steel Bell	5 00
Hand.	
Hand Bells, polished	40&10%
White Metal	40%
Nickel Plated	30%
Swiss	40&33⅓%
Silver Chime	33⅓%
Miscellaneous.	
Church and School, steel alloy	50%

Farm, lbs	40	50	75	100
Each	$1.80	2.25	3.38	4.50

BEVELS, TEE

Stanley's, rosewood handle, new list	25%
Stanley's iron handle	25%

BINDING, OILCLOTH.

Zinc	80%
Brass	75%
Brass plated	75&5%

BITS.

Auger.	
Extra Double Spur	70&10%
Ford's Car and Machine	40&10%
Ford's Ship	40&10%
Irwin	50%
Russell Jenning's	25&10%
Clark's Expansive	60%
Steer's " Small list, $22.00	25%
" " Large " $36.00	25%
Irwin Car	50%
Ford's Ship Auger pattern Car	40&10%
Center	25%
Countersink.	
No. 18 Wheeler's	per doz. $1 50
No. 20 " "	" 2 25
American Snail head	" 1 00
" Rose "	" 1 00
" Flat	" 80
Mayhew's Flat	" 1 10
" Snail	" 1 25
Dowell	
Russell Jennings	25&10%
Gimlet.	
Standard Double Cut	60%
German Pattern	per doz. $0 60
German	" 65
Gouge	" 80
Spoon	" 1 00
Countersink	" 1 20
Reamer.	
Jenping's Square	" 2 50
Standard Square	" 1 20
German Octagon	" 75
Screw Driver.	
No. 7 Common	" 50
No. 1 Triumph	" 1 35

BLACKING, STOVE. (See Polish).

BLADES, SAW

Butchers'.
Standard, ¾ & 1¼-in.....40%
Clock Spring.....40%
Star.....15%
Coil.....each, $1 50

Hack.
Disston's.....25&5%
Flexible.....33⅓&5%
Star.....20&5%

Wood.
Jackson's.....per doz. $2 25
Disston's—No. 6, 16, 26 & 045.. 4 25
Triumph..... 3 50
Forest Clipper..... 3 00

BLOCKS.

Snatch.
Wooden.....60&10%
Steel.....50%

Tackle.
Iron Strapped.....70&10%
Com. Steel.....60%

BOARDS. (New List)

Stove.....50&10%

Wash.
Globe, single.....per doz. $2 50
Globe, double..... " 3 35
Memphis Globe ..... " 2 75
Crystal Glass..... " 4 00
Brass King..... " 3 75
Nickel Plate..... " 4 15

BOBS, PLUMB.

Carpenters'.
No. 2, iron.....per doz. $0 65
No. 00, " ..... " 1 30
No. 0, " ..... " 2 20
No. 3, lead..... " 2 75
No. 4, " ..... " 3 40
No. 113, brass plated.. " 1 10
No. N30, nickel plat'd. " 1 30
No. N31, " " " 1 85

BOLTS.

Carriage, Machine, etc.
Carriage, ⅜x6 and sizes smaller and shorter.....70&10%
Carriage, sizes larger and longer than ⅜x6.....60&10%
Machine, ⅜x4 add sizes smaller and shorter.....70&10%
Machine, sizes larger and longer than ⅜x4.....60&5%
Elevator.....50-10&5%
Plow.....60&10%
Stove .....80&10%
Tire.....75%
Wagon Box Strap.....70%

Mortis, Door.
Gem, iron.....60%
Gem, bronze plated.....20%

Barrel.
Cast.....60%
Wrought.....75&10%
Wrought, bronzed.....60%

Flush.
Wrought.....50&10%

Spring.
Wrought .....75&10%
Wrought, heavy.....70&10%

Square.
Cast.....50&10%
Wrought.....75&10%

BORERS.

Angular.
Miller's Falls.....per doz. $13 00

Bung.
Doz.
Enterprise Mfg. Co.'s No 1.....20%
" " " No 2.... 20%

BOXES

Mall, No..... 1 2 10
Per doz.....$3.50 5.00 17.50

Miter.
New Langdon.....15&5%
Stanley's.....30%
Seavey's.....each, $1 50

BRACES.

Barber's ..... 50&10%
Fray's Genuine Spofford's.....60%
" Nos. 66 to 146.....50%
" No. 0108..... $3 50
" No. 08..... 2 75
" No. 010..... 3 00

BRACKETS.

Hay-Rack.
Wenzelmann's No. 1, per doz. $9 00
" No. 2, " 9 00

Shelf.
Cast Iron, bronzed.....50-10&5%
Clover Wrought Steel.....70&10%
Clover Folding 70%

BROILERS.

Wire.....70%
No. Crown, Self-basting, 80doz .. $2 50

BUCKETS.

Pump, Rubber.
Wychoff.....per gro. $4 75
Cooper..... " 4 75
Champion..... " 7 50
Victor..... " 9 25
Star ..... " 5 00
IXL..... " 6 75

Well.
Galv'd Qts..... 10 12 14
Per doz.....$2.90 $3.25 $3.40
Wooden, top ear, plain, per doz. 4 00
" " swivel. " 5 10

BUCKS, SAW.

Folding.....per doz. $2 10

BURRS, RIVETING.

Copper Burrs only.....20%
Tinners' Iron Burrs only.....65&5%

BUTTS.

Cast Iron.....70&5%
Wrought Brass (New List)....40&10%
Wrought Steel, Bright.....80&10%
Wrought Steel, Japanned.
Nos. 731 and - .....70&10&10%

CALIPERS.

Double..... .35%
Inside and Outside.....35%
Wing.....30%

CALKS.

Logger's Boot.
(Lufkin R. Co.'s), per M..... $3 75

Toe.
Shoenberger.....per lb 5 c
Bessemer..... " 4½c
American..... " 7 c
Swedes..... " 8½c

CANS.

Cheese Factory.
Ontario Pattern.
Gallons..... 20 30 40
Each..... $4.25 $5.00 $6.25

Milk.
Holstein.
Nos..... 300 301 302
Gals..... 5 8 10
Per doz.....$17.50 $22.00 $25.60

Gem Pattern.
Nos..... 400 401 402
Gals..... 5 8 10
Per doz.....$17.50 $21.50 $23.50

Omega Pattern.
Nos. ..... E. 2 E. 3
Gals..... 8 10
Per dozen..... $23.50 $26.50

Jersey Pattern.
Nos..... 80 81
Gals..... 8 10
Per doz..... $23.00 $27.00

CAN OPENERS.

See Openers.

CAPS, GUN.

See Ammunition.

CARPET STRETCHERS.

See Stretchers.

CARRIERS.

Hay.
Diamond, Regular.....each, $3 85
Diamond, Sling..... " 6 50
Myers' Imperial ..... " 3 85
Myers' Clover Leaf..... " 4 00

CARTRIDGES.

See Ammunition.

CASTERS.

Standard—Ball Bearing.....50&10%
Bed.....60&5%

Common Plate.
Brass Wheel.....60&10%
Iron and porcelain wheels, new list.....60&5%
Philadelphia Plate, new list.....60%
Martin's.....60%
Payson's.....75&10%

CATCHERS, GRASS.

Carroll's, No. C.....per doz. $4 25
Wildermuth's,.
Nos..... 1 2 3
Per doz.....$5.60 $5.75 $6.25
Nos..... 4 5 6
Per doz.....$6.75 $9.50 $10.00

CHAIN AND CHAINS.

Breast Chains.
Doubleslack.....doz. pairs, $5 75
With Covert Snaps. " 5 00
With Slide..... " 3 25
Without Slide..... " 2 85

Bright Ox Chains.
⅜-in. $7.25; ½-in. $5.45 per 100 lbs.

Cable Coil Chain.
Inch..... 5/16 ½ 7/16 ⅜
Per 100 lbs.$10.80 $8.00 $7.00 $6.20
Inch..... 7/16 ½ ⅝ ¾
Per 100 lbs.$6.00 $5.90 $5.75 $5.65
Inch..... ⅞ 1 1¼
Per 100 lbs.....$5.55 $5.55 $5.65

Cable Log Chain.
Advance 25c per 100 lb. on Cable Coil.

Cow Tie Chains.
American, 2 toggle.....50&5%
" toggle and snap...50&5%
" open and closed ring.....50&5%

Halter Chains.
American, new list.....33⅓%
German.....60%
Niagara, new list 40%
Brown's, " 40%

Picture Chains.
Light Brass, 3 ft.....per doz. $0 75
Heavy Brass, 3 ft .... " 1 30

Pump Chain
Galvanized, per 100 lbs.....$5 50

Safety Chain.
Brass.....60%

Special Steel Loading Chain.
Inch..... ½ 9/16 5/16
Per 100 lbs.....$16.00 $13.50 $12.50

Stretcher Chains.
5/16-in. $8.50; ⅜-in. $7.75 per 100 lbs.

Tie-Out Chains.
Brown's.....70&5%

Trace Chains.
Western Standard.
6½— 6-2.....per pair 30c
6½— 8-2..... " 34c
6½— 8-3..... " 33c
6½—10-2..... " 38c
7 — 8-2..... " 38c
7 —10-2..... " 42c
7 —10-1..... " 48c
7 —10-0..... " 60c
Add 2c per pair for Hooks.
Add 2c " for Twist Link.

Wagon Stay Chains.
Inch..... ½ 9/16 ⅝
Per 100 lbs.....$6.50 $6.00 $5.50

CHALK, CARPENTERS'.

Blue.....per gro. 75c
Red..... " 65c
White..... " 55c
Common White School Crayon..... " 10c

CHARCOAL.

In bags.....per bag 90c

CHECKS, DOOR.

Blount.....33⅓%
Sargent's.....33⅓%

CHIMNEY TOPS.

Iwan's Volcano.....50%

CHISELS.

Box.
Inches..... 10 12 14
Round per doz....$2.10 $2.25 $2.75
Flat " ... 2.85 3.60 4.20

Cold.
Good quality, ⅜ in. and larger.....per lb. .13c
Smaller size per doz.....

Socket, Framing and Firmer.
Clover.....75&10%

Tanged, Firmer.
With handles.....30&5%

Choppers, See *Cutters, Meat.*

CHUCKS, DRILL.

Goodell's, for Goodell's Screw Drivers.....per doz. $6 25
Yankee, for Yankee Screw Drivers..... 5 00

CHURNS.

Anti-Bent Wood,
Gal..... 5 7 10
Each.....$3.90 $4.60 $4.85
Belle, Barrel.....65&7½%
Common Dash, Gal. 4 5 6
Per doz..... $7.75 $8.50 $10.50
Union, Gal..... 5 7 10
Each.....$3.65 $3.90 $4.75

CLAMPS.

Adjustable.
Martin's.....30%

Carpenters'.
Steel Bar.....25%

Hose.
Sherman's, brass, ½-in., per doz.. 42c
Double brass, ½-in., " 90c

Saw Filers.
Disston's list, $30.00.....30%
Stearns', No. 0, $3.50; No. 1, $11.50; No. 3, $5.00 doz.
Wentworth's, No. 1, $6.00; No. 3 $8.10.

CLAWS, TACK.

Cast, wood hdle.....per doz.45@60c
Forged steel, wood hdle " $0.80
Solid steel..... " 1 00
Giant..... " 50

CLEANERS.

Drain.
Iwan's Adjustable.....55%
Iwan's Stationary.....40&5%

Pot.
Wire.....per doz. $0 75

Side-Walk.
Steel.....per doz. $3 25
XLCR .....05&5%

CLEAVERS

Family.
Griffin, Inch..... 6 7 8
Per doz.....$5.50 $6.75 $8.25
Royal.....per doz. 2 25

Butchers.
Plumbs.....25%

CLEVISES

Malleable.....5½c lb.

CLIPPERS.

Bolt.....$1.90@4.75

CLIPS.

Axle.....65&5%

Damper.
Standard.....per doz. 65c
Troy..... " 38c

Hame..... " 17

CLOTH

Emery.
Star.....50%
B. & A.....50%

Hardware Wire—full rolls (100 ft.)
2 to 3 incl., Galv.—in full roll... 2 75
4 and 5..... " .. 3 00
6..... " .. 3 25
7 and 8..... " .. 3 75

Screen Wire.
12 mesh, painted, per 100 sq. ft.. 1 35

COCKS AND FAUCETS.

Compression Plain Bibbs...60, 10&5%
Lever Bibb Cocks.....60, 10&5%
Compression Hose Bibbs ..50-10&5%
Telegraph Faucets (new list)...50—5%
Racking Cocks (new list)...60, 10&5%
Compression Lock C'ks(new list).70%
Andrew's Brass Faucets.....70%
Angle Plug Faucets, per doz.....$0 85
Milk Can Faucets, per doz..$2.60-4.20
Petroleum Faucets .....75&5%

COLLARS, STOVE PIPE.

Inches..... 5 6 7
Plain Tin..per gro.$1.90 $2.40 $3.50
Japanned Tin " 3.00 3.00 4.25
Lacquered Brass" 3.00 5.50 4.25

COMBS, CURRY.

Nos... 000 11 15 39 80 108
Per Doz..$.37 .60 1.90 .90 1.15 .80
Nos... 299 320 390 532 620 1400
Per Doz.$1.05 .85 1.35 1.20 .75 1.40

COMPASSES.

Carpenters'.....60%
Pencil—Faber's.....per doz. $1.00

COPPER—See Metals.

COPPERS.

Soldering.
1 lb.....per lb 30c
1½ lb.....31c 2 lb... " 29c
3 lb and larger..... " 26c

CORD.

Picture
White Wire (new list) .....55&10%

Sash.
Monarch Braided Flax...per lb
Silver Lake. white. 7-32 in. "
Silver Lake, white, 8-32 in. "
Keystone.....8-32 in. " 29c

CORKSCREWS.

Humason & Beckley.....33⅓%
Walker's.....33⅓%
Williamson's Regular.....40&10%
Williamson's Forged Worm.....50%

COTTERS, SPRING.

All sizes—new list.....90&20%

COUPLINGS, HOSE.

Brass.....per doz. $1 00
Brass Plated..... " 85

COVERS, WAGON—See Tents.

CRADLES, GRAIN.

Morgan's Grapevine....per doz.$22 75

CRAYONS—See Chalk.

CROW BARS.

Inch or Wedge Point.....per lb 3½c

CUTTERS.

Glass.
Red Devil.....45%
Smith & Hemenway Co.....50%
Woodward.....40%
Meat.
Enterprise, Nos. 5, 10, 12, 22, 32 and 42.....25%
No. 202, list, $1.50 ea.....40&7½%
Pipe.
Stanwoods. No.... 1 2 3
Each.....$0.85 $1.50 $4.0
Slaw and Crout.
3-knife Crout.....per doz. $9 7
1-knife Slaw..... " 1 0
2-knife Slaw..... " 2 2
Washer..... " 7 7

DAMPERS, STOVE PIPE.

Jewel.....50&10%
American..... 50%

DIES AND STOCKS.

Discount.....40%
King's, Little Giant.....33⅓%

DIGGERS.

Post Hole.
Acme.....per doz. $9 25
Atlas..... " 9 00
Eureka..... " 7 50
Hercules..... " 10 25
Iwan's Split Handle.. " 7 50
Iwan's Perfection.... " 9 00
Iwan's Hercules pattern " 10 00
Ryan's..... " 17 00
See also Augers—Post Hole.
Dividers, Wing.....65&10%

DOOR CHECKS—See Door.

DOORS, SCREEN.

⅞ in. 4-panel, pain ted...per doz. $7 93
1⅛ in. 4-panel, pain ted... " 9 50
1⅛ in. 3-panel, natural pine, ıancy..... " 12 40

DOOR HANGERS—See Hangers.

DRILLS.

Bit Stock.....60&10%
Blacksmith's Twist.....60%
Breast.
Fray's No. 9.....each, $1 75
Millers Falls No. 12..... " 2 10
Hand.
Goodell's Automatic.
Nos..... 01 03 3 20
Per doz.. $7.75 $12 50 $12.50 $11.00
Goodell's Single Gear. per doz. 15 75
Millers' Falls " " " 12 75
" " Double " " 15 25
Reciprocating.
Goodell's.....per doz. 16 50
Bit Stock.
Standard List..60&5%@60%@10

DRIVERS, SCREW.

Standard.....65&10%
Lock Ferrule.....60%
Champion.....40&10%
Champion Pattern.....70%
Clark's Interchangeable.....30%
Edison.....60%
Reed's Lightning.....45&5%
Goodell's Spiral.....50, 10, 5&2½%
Yankee Ratchet 50%
" " Spiral.....50&10%
Smith & Hemenway Co.....40&5%

EAVES TROUGH, GALVANIZED.

Terms, 2% for cash. Factory shipments generally delivered.

See also conductor pipe and elbows.

EGG BEATERS—See Beaters.

ELBOWS.

Adjustable Stove.
Inches..... 5 6 7
Smooth, per doz...$0.75 $0.85 $1.20
Plan'd, " 1.80 2.00 2.65
Corrugated Conductor.
Discount.....75&10%
Corrugated Stove.
Inches..... 5 6 7
Smooth, per doz..$0.85 $1.00 $1.50
Pol'd, " .. 1.40 1.65 2.25
Plan'd, " .. 2.15 2.65 3.40
Four-Piece Stove.
Inches..... 5 6 7
Smooth, per doz..$0.60 $0.85 $0.95
Planished, " .. 1.40 1.70 2.30

EMERY CLOTH—See Cloth.

EMERY TURKISH.

Size .....5-lb. pkgs. ½ kegs. kegs.
No 60 to 150, per lb.. 6c 4c 4c
Flour..... " ... 5c 3c 3c

ENAMEL, IRON.

A-B Iron Enamel, 3 doz. case, ...per gro., 15 00
Peerless..... 1 25

EXTRACTORS, PIG.

See Forceps, Pig

EYES.

Bright Wire Screw—See Goods, B. W.
Drifting Pick.....60, 10&5%
Hooks and—
Brass.....50&10%
Iron.....70%

FASTENERS, STORM SASH.

Schroeder's.....per doz. $0.85
Sensible..... " 1 15

FAUCETS—See Cocks.

FILES AND RASPS.

Delta.....70&10%

FLUE STOPPERS—See Stoppers.

FORCEPS, PIG.

Superior.....per doz. $4 75
Whisson's Imp..... " 5 25

FORKS.

Barley.
Steel New List.....65&10%
Wood, 4-tines, per doz.....$5 0
Coal, Coke, Cottonseed.....30%
Hay.
2-tine.....60%
3 " .....60&5%
4 " .....60&10%
Digging.....65&5%
Scoop.....30%
Header.
3-tine.....60&5%
4 " .....60&5%
Manure.
4-tine 60%
Ore.....40%
Spading.

FRAMES.

Hack Saw.
Union.....per doz. $5 75
Jenning's adj..... " 7 50
Cast..... " 2 50

FREEZERS, ICE CREAM.

Arctic.
Qts..... 1 2 3 4 6
Each...$1.10 1.30 1.50 1.80 2.30
Qts..... 8 10 12 15
Each.....$2.95 3.80 4.50 5.20
Jack Frost.
Qts.... 2 3 4 6 8 10
Price .$1.60 1.90 2.20 2.80 3.60 4.65

GAUGES.

Butt and Rabbet.
Cream Pail.
Fairmont.....per doz. $3 75
Marking, Mortise, etc.....
.....50&10%
Saw.
Wire.
Disston's.....25%

GIMLETS.

Discount.....35@40%

GLASS, WINDOW.

Single.....90&20%
Double.....90&25%

GLASSES, LEVEL.

GLUE.

Bulk.
B Amber.....per lb. 12
A White..... " 15
H. S. Amber..... " 16½c
Liquid.
Army & Navy.....40%
Le Page's—
List "A".....37½%
List "B".....33⅓%
List "C".....25%

GOODS.

Bright Wire.....90%

GREASE, AXLE.

Wood Boxes.
Diamond.....per gro. $5 50
Frazer's..... 9 50
Hub Lightning..... 5 25
Paragon..... 6 75
Wood Pails.
Frazer's, 15 lb. 80c; 25 lb. $1.30 each.
Hub Lightning, 15 lb. 55c; 25 lb. 70c each.
Tin Cans.
Chamellene Graphite.
1 lb. per gross.....$9 50
3 lb. per gross.....25 00
5 lb. per gross.....37 00

GRIDDLES.

Soapstone.....33⅓%

GRINDSTONES.

Family.
Inches..... 6 8 10
Per doz.....$7.25 9.75 12.00
Loose.
Per ton.....$20 00@$21 00
Mounted.
Ball Bearing..... 1 2 3
Each.....$3.15 3.00 2.85
Common Bearing 1 2 3
Each.....$3.00 2.80 2.65

GUN WADS
(See Ammunition.)

HAFTS, AWL.

Brad.
Common.....per doz. $0 19
Peg.
Common..... " 22
Patent, plain top..... " 47
Patent, leather top... " 52
Sewing.
Common..... " 22
Patent..... " 52

HALTERS.

Jute Rope.....per doz. $1 10
Sisal Rope..... " 1 85
Web..... " 2 00
Leather, rope tie..... " 8 50
Leather, leather tie..... " 11 50

HAMMERS, HANDLED.

Blacksmiths' Hand.
Plumbs.....60&5%
Engineers'.
Plumbs.....60&5%
Farriers'.
Plumbs.....40&10%
Machinists'.
Plumbs.....60&5%
Nail.
Plumbs.....40&7½%
Quaker City.....per doz. $3 50
Cast..... " 1 15
Maydole's.....30&5%
Riveting.
Plumbs.....40&12½%
Shoe.
Cast.....per doz. $0 90
Tack.
All Iron.....per doz. $0 35
Pol'd Iron, Hickory hdl. " 50
Mall. Iron, Inlaid..... " 1 55
Magnetic..... 1 2 3
Per doz.....$0.70 .80 1.00
Magazine.. .....per doz. 4 75

HAMMERS, HEAVY.

Heavy Hammers and Sledges.
Under 5 lbs .....80&5%
5 lbs. and over.....80&10%
Masons'.
Single and Double Face.....60&5%

HANDLES.

Auger.
Common Assorted....per doz. $0 50
Pratt's Adjustable, Nos. 1 & 2, per doz..... 4 50
Ives' Adjustable.....per set. 1 35
Axe.....40%
Chisel.
Hickory, Tanged Firmer, Assorted, 33c; Large, 38c per doz.
Hickory, Socket Firmer, Assorted, 27c; Large, 30c per doz.
Applewood, Tanged, Firmer, Assorted, 29c; Large, 38c per doz.
Applewood, Socket, Firmer, Assorted ..... per doz $0 24
Coal Pick.....40%
Drifting Pick.....40%
File, assorted, 13c; Large, 16c per doz.
Hammer.
Adze Eye.....per doz. $0 40
Blacksmiths'..... " 40c@70c
Machinists'..... " 45c@70c
Hatchet..... " 40
Hay and Manure Fork.....30%
Hoe and Rake.....30%
Plain.....per doz. $0 75
Varnished..... " 80
Screw Driver.
Assorted..... " 37
Large..... " 48
Shovel and Spade.....33⅓%

HANGERS.

Barn Door.
U. S. Rolled Bearing.....60&10%
Matchless.....50&10%
Storm King.....60%
World's Best.....50%
Wagner's Adjustable.....70&10%
Warehouse Big Twin.....25%
Conductor P.
Griffin.....70&10%
Iwan's Perfection.....50%
Eave Trough.
Baker's.....per gro. $2 35
Imperial.....20%
Wire.....33⅓%
Parlor Door.
Acme.....per set. $3 75
Ives' Improved..... " 2 60
Lane's Standard..... " 3 50
Lane's New Model.... " 3 10
Le Roy Noiseless..... " 4 00
Richards'.....40-10&5%

HASPS.

Hinge, Wrought.....40%
With Staples—See Staples.

HATCHETS.

Crescent.....50&10%
Cast Claw.....per doz. $1 10@1 35
Cast Shingling.... " 1 25
Germantown.....30%

HAY KNIVES.

See Knives.

HAY RACK BRACKETS.

Wensleman's No. 1.....per doz. $9 00
Wensleman's No. 2..... " 9 00

HINGES.

Blind.
Clark's Gravity ... per doz. sets, 95c
Parker's.....65%
Shepherd's Noiseless, for Wood Casing.....per doz $1 05
Gate.
Clark's..... 1 2 3
Hgs & Ltch. . doz. $2.50 3.25 4.25
Hinges only... " 2.00 2.50
Latches only . " .90 .90
Knuckle.....per doz prs. $6 00
Leed's..... " sets 6 75
Superior..... " prs. 9 50
Spring.
Banner.....50%
Chicago.....25&5%
Columbia Dbl. Acting....40&10&5%
Gem.....25%
Ideal Detachable.....per gro. $11
Matchless.....40%
New Idea.....per gro. $8 00
Oxford.....20%
Wrought Iron.
New Lists .....
Light Strap Hinges.....60%
Heavy Strap Hinges.....60, 10&10%
Light T Hinges.....55%
Heavy T Hinges.....45%
Extra Heavy T Hinges.....60%
Screw Hook and Strap.
6 to 12 in.....per 100 lbs. $4 50
14 to 20 in..... " " 4 25
22 to 36 in..... " " 4 00
Screw Hook and Eye.
½ in.....per 100 lbs. $6 75
⅝ in..... " " 7 75
¾ in..... " " 9 75

HOES.

Garden .....70&10%
Grub.
Extra.....70%
Hazel.....per doz. $5 00
Ladies' and Boys'.....75%
Mortar.....75&10%
Planter's Eye.....62½%
Weed.....75&15%

HOLLOW WARE—See Ware.

HOOKS.

And Eyes.
Brass.....60%
Iron.....70%
Awning.....per gro. 80&10%
Belt.
Brown's.....70&5%
Jones'.....65&5%
Bench.
See Stops, Bench.

Axe.
Inch..... 5 7 10 12
Per doz.....$1.90 2.10 2.25 2.65
Humason & Beckley's..per doz. $2 50
(See Goods, Bright Wire.)
Bush.
Common Axe Handle.per doz. $7 00
Chain.
Inch..... 1/4 & 5/16 3/8 7/16 1/2
Per 100...$7.60-8.10 9.75 11.50 12.60
Clothes Lines.
Japanned .....per doz 22c@24c
Galvanized..... " 40c
Coat and Hat
Cast Iron .... per gro. 72c@$1 50
Gem Wire.....70%
Conductor.
Malleable.....25%
Wrought.....20%
Corn.
Common, rivetted, painted red.....per doz. $2 25
Little Giant..... " 3 25
Gate.
See Goods, Bright Wire.
Grass.
Common. Nos..... 2 3 1
Per doz.....$1.50 1.60 1.70
German.....per doz. 1 75
Gypsy..... " 2 50
Hammock.
With plate.....per doz. 50
With screw..... " 45
Lambrequin, or Drapery, per gro. .21c
Picture.....50% @50&10%
Potato and Manure.....70&12½%
Screw.
Brass.....80&5%
(See Goods, Bright Wire.)
Seat Spring.....per lb. 5½c

HOOPS, TUB.

Elastic ... per case of 2 doz.... $1 50

HOSE, GARDEN.

Coupled per ft.
Velvet, 3 ply-¾" guar. press..... 7½c
Eclipse, " " " 8½c
Diamond " " " 10c
Jeanette " " " 13c
Pennsylv'a " " " 16c

COTTON COV. RUBBER HOSE.

High Grade-¾"-guar. press. 400 lbs. 11½
Special " " " 200 " 9½c
Leader " " " 100 " 7½c

HUSKERS.

Boss.
Nos..... B BB E 200
Per doz.....$2.00 2.00 1.75 .80
Nos..... L PP P K
Per gro.....$5.40 6.00 6.00 10.50
Nos..... 2000 3000 O
Per gro.....$3.50 9.00 24.50
Nos..... 60 50 64 68
Per doz.....$2.15 2.15 .85 1.45
Brinkerhoff's.
Per gro.....$14 40

IRON.

See Metals.—First column.

IRONS.

Curling.
C.....per doz. $0 40
B..... " 50
A..... " 58
Princess..... " 70
Thelma..... " 1 25
Pinking..... " 70
Plane.
Wood Bench.....20&5%
Sad.
Charcoal.....per doz.$11 00
Common, polished, per 100 lb. 3 75
No. 70 Asbestos.....$1 20 net
No. 100 " ..... 1 30 net
Common, nickel plated, 5 25
Chinese Polishing.....per doz. 7 40
Laundry, No. 1..... " 5 75
Laundry, No. 2..... " 6 25
Mrs. Pott's
No. 50 J. Enterprise, per set 93
No. 55 J. " " 90
No. 50 T. " " 1 00
No. 55 T. " " 96
Tailors' Sad.....per lb. 5½
Tailors' Geese..... " 5½
Tuyere.
Single Duck Nest.....per doz $5 25
Double Duck Nest .. " 6 25
Sutton.....each.... 2 60

JACKS.

Locomotive.....70%
Wagon.
Miller 50%
Oliver,
Nos..... 0 00
Each.....$0.60 $0.80
Standard.
Nos..... 1 2
Each.....$0.60 1.00
Wilcox.
Nos..... 1 2 3
Each.....$0.55 1.20 2.00

KETTLES.

Brass.....15%
Cauldron.....40&5%
Copper.....per lb., 27c
Maslin.....65%
Sugar.....50%

KNIVES.

Beet Topping.
Clyde, 9-in. Scimiter Blade, doz.$3 85
California..... 3 40
Cooper's Hoop.....15%
Corn.
Clipper.....per doz. $1 75
Disston's..... " 2 75
Earle's..... " 3 00
Woodford..... " 2 25
Drawing.
Standard.....70%
Adjustable.....15%
Barton's Carpenters' 10%
Folding Handle.....25&5%
Hay.
American, Sickle Edge...doz. $10 50
Canton, Sickle Edge..... " 8 25
Heath's..... " 8 00
Iwan's, Sickle Edge..... " 9 50
Iwan's, Impv'd Serrated . " 10 00
Lightn'g, Holt's Genuine. " 6 50
Lightning Pattern..... " 6 00
Wadsworth's Sp'r Poin'.. " 8 50
Hedge.
Challenge.....per doz. $6 00
Disston's..... " 3 75
Mincing.
Common, Single..... " 40
Common, Double..... " 50
Streeter, 4-Blade..... " 1 30
Streeter, 6-Blade..... " 2 00
Putty.
Common.....per doz. $0 60@1 00
Lander'r..... " 1 40@1 75
Scraping.
Beech Handle..... 75@1 00
Lander's..... 5 25@6 00

KNOBS.

Door.
Mineral.....per doz. $0 80
Porcelain..... " 90
Jet..... " 90

LADDERS.

Common Long.
Per ft.....9c@14c
Extension.
Per ft.....14c
Step.
Common, per ft.....7½c
Common, with Shelf, add 10c.
Keystone.....15c
Triumph, per ft.....20c

LANTERNS.

Bull's Eye Police.
3 -in. Flash Light....per doz. $6 00
2½-in. Regular..... " 4 90
3 -in. Regular..... " 5 50
Tubular.
Dietz & Hanes' .....net prices.

LEADERS, CATTLE.

Nos..... 1 2 3
Per doz..... $0 55 .70 2.75

LEATHER, LACE.

Cut.....33⅓%
Sides.
Ex. Quality .....per sq. ft., 27

LEATHERS, PUMP.

Valve and Plunger.....10%

LIFTERS.

Stove Cover.
Coppered.....per gro. 1 75@3 65
Ideal..... " 5 50
Alaska, Coppered " 4 00
Alaska, Nickeled. " 5 00
Transom.
Payson's.....80%

LINES.

Chalk.
Twisted in 20-ft. hanks.
Nos..... 4 6 7 8 9
Gross...$1.50 2 00 2 25 2 50 3 00
Twisted in 50-ft. balls.
Nos..... 1 2 3 4
Per doz.....25c 30c 35c 41c
Braided in 20-ft. hanks.
Nos..... 0 1 2 3
Per doz.....22c 25c 31c 38c
Mansons', in 100-ft. hanks...doz. 80c
Clothes.
60-ft. Jute.....per doz. $0 95
72-ft. Jute..... " 1 15
60-ft. Sisal..... " 1 40
72-ft. Sisal..... " 2 15
50-ft. Cotton..... " 1 15
50-ft. Braided Cotton. " 25

LINING, STOVE.

In Bricks .....per crate. 42c

MACHINES.

Boring.	Without Augers	With Augers
Angular.....per doz.	3 00	4 40
Upright..... "	2 60	4 00
Leather Riveting.		
Chicago, Pomeroy....per doz.		$9 00
Excelsior..... "		2 00
Handy..... "		2 00
Little Giant..... "		3 00
Pony, Pomeroy..... "		7 20
Washing.		
Winner.....per doz.		54 00
Keystone..... "		54 00
U. S. Steel..... "		60 00
Advance, f.o.b.Chicago "		24 50

MAIL BOXES.

See Boxes.

MALLETS.

Carpenters'.
Fibre Head, Small....per doz. $5 00
" " Medium. " 5 75
" " Large... " 7 00
Round Hickory..... " 2 25
" Lignumvitæ... " 4 00
Square Hickory..... " 2 25
" Lignumvitæ... " 4 50
Tinners'.
Applewood..... " 1 70
Hickory..... " 1.00@1 50
Hickory Sheet Iron... " 1 50

MATS.

Door
National Rigid.....50, 10&5%
Acme Steel Flexible.....33⅓%
Stove.
No. 2.....per gro. $3 25
No. 1..... " 3 50
No. 1 Asbestos Toasters, or wire-covered Stove Mats, with handle.....per doz. 1 10
No. 2 Asbestos Toasters, with ring.....per doz. 60

MATTOCKS.

Plumbs.....65&10%
Extra.....60%

MAULS.

Iron, lbs.....	10	13	16	18
Per doz....	$4.00	4.50	5.25	5.60
Wood face, lbs.....	10	12	14	
Per doz.....	$5.00	5.50	6.00	

Wood Choppers'.
Lake Super'r & Oregon Pat. 75&10%

MEASURES.

	¼ pk.	1 pk.	bu.
Galvanized, per doz.	$2.25	3.00	3.85
Japanned.. "	1.75	2.45	3.15

MICA.

First Quality.....40&5%
Second Quality.....50&5%

MILLS, COFFEE.

Enterprise.....25%
Parker.....50&5%
Arcade.....40-12½&2½%

MITRE BOXES.

See Boxes.

MOPS.

Erie.....per doz. $3 15
Handled Cotton.
Pounds..... 1 1 1½ 2
Per dozen....$2.00 2.35 2.65 3.25

MOWERS, LAWN.

Gladiator—B. B.
Inches..... 16 18 20
Each..... 6.50 7.25 8.00
King Universal—B. B.
Each..... 5.25 5.75 6.00
Inches..... 14 16 18
Big Giant..... 3.50 3.90 4.25
Little Giant..... 2.50 2.65 2.75

NAILS.

Cut Steel .....rates, $2 50
Cut Iron..... 2 60
Wire.
Small Lots..... $2 28
Carload Lots..... 2 18
Cement Coated..... 2 30
Horse Shoe.
Ausable.....55&5%
Capewell.....15%
Perfect.....55&5%
Putnam.....20&5%
Star.....35&5%
Clover Leaf .....per lb., net, 10½c
Picture.
Brass Heads.....25%
Brads.....85%
Furniture.....15%

NAIL PULLERS.

See Pullers.

NAIL SETS.

See Sets.

NETTING, POULTRY.

Galvanized beforeweaving .80,10&2½%
Galvanized after weaving.....80&7½%
Cut Pieces.....65&5%

NIPPERS.

End Cutting.
Stubb's Pattern. Inches 5½ 6
Per dozen..... $4.00 4.25
End and Diagonal Cutting.
Swedish Side.....75%
Utica Drop Forge & Tool Co....60%
Hoof.
Heller's.....40&10%
V. & B.....55&5%

NOZZLES.

Hose.
Genuine Gem.....per doz. $3 90
Magic..... " 3 60
Mystic..... " 3 00

NUTS, HOT PRESSED.

Square Blank.
In ½ 9/16 ⅝ ¾ ⅞ 1
lb 9½c 8c 6½c 5½c 5½c 5c 4½c
Square Tapped.
In. ½ 9/16 ⅝ ¾ ⅞ 1 1⅛
lb. 12½c 10½c 8c 7½c 6½c 6½c 6c
For 5-lb. boxes add ½c per lb. to above prices.

OILERS.

Chase Pattern.
Brass and Copper.....60%
Zinc.....60%
Engineers'.
Cannon.....55%
Tin .....per doz. $2 00@$2 25
Machine.
Common.....per doz. $0 58
Copper Plated Steel... " 1 00
Malleable Iron.....60, 10&5%
Japanned.....65@75c

OPENERS.

Box.
Inches..... 10 12 14
Flat.....per doz. $2.85 3.60 4.15
Round.... " 2.10 2.25 2.75
Can.
Delmonico .....per doz $1 30
Never Slip..... " 65
Crate.
V. & B..... " 5 75

OUTFITS, COBBLING.

Combination.....per doz. 11 00
Economy..... " 4 65
Family..... " 9 75

PADLOCKS.

Standard Wrought.....75&5%
Champion.....50%
Eureka.....40, 10&5%
Yale.....60&5%

PAILS.

Cream.
14-qt , without gauge, per doz. $2 50
20-qt., " " " 3 00
20-qt., with gauge.... " 3 50
Sap.
10-qt., Galvanized, per 100....$13 00
12-qt., " " 14 50
14-qt., " " 16 25
16-qt., " " 17 75
10-qt.,IC Tin..... " 10 25
12-qt., " .... " 11 75
14-qt., " .... " 13 00
10-qt.,IX Tin.... " 12 75
12-qt., " .... " 16 00
14-qt., " .... " 17 00
Stock.
Galv'd, qts. 14 16 18 20
Per doz..... $3.75 4.00 4.75 5.25
Water.
Galvanized... qts. 10 12 14
Per doz..... $1.95 2.20 2.45
Wood.
Cable, 2-Hoop.....per doz. $1 70
Cable, 3-Hoop..... " 1 90
Cedar, 3-Hoop..... " 2 85
Standard, 2-Hoop.... " 1 60
Standard, 3-Hoop.... " 1 80

PANS

Dripping.....60&5%
Fry
Common .....75&10%
Acme 70%
Roasting.
Paxton,
Nos..... 1 2 3 4
Per doz.... $4.75 5.75 6.50 7.50
Neverburn .. 4.00 4.50 5.50 6.00
Savory, No. 200.....per doz. $8.00

PAPER.

Building.
Plain.....per 100 lbs. $1 25
Tarred..... " 1 35
Tarred Felt..... " 1 65
No. 20, Red Rosin....per roll. 40
No. 30, Red Rosin.... " 55
Sand and Emery.
Star ..... low list, 50%
B. & A.....50%
Wrapping.
Drab Fiber.....per lb. $0 00
Rag..... " 0 00

PARERS.

Apple.
Bay State.....per doz. $13 00
Turntable..... " 0 00
White Mountain..... " 5 00
Reading..... " 7 00
Potato.
Goodsell's Saratoga, 10½ in., doz. 6 50
Goodsell's Saratoga, 5 in., doz. 5 50

PICKS.

Adze Eye Ore.....70%
Drifting and Poll Picks.....70%
Plumbs, Railroad.....70%
Surface.....70%

PINCERS.

Carpenters', cast steel.

Inches.....	6	8	10	12
Per doz.....	$2.00	2.60	2.95	3.75

Blacksmiths'.....45%
Heller's.....40%

PINS.

Clothes.
Common.....per box of 5 gro $0 52
Hoyt's..... " " 31
U. S..... " " 70
Picket.
Fluted, 15-in.....per doz. $0 70
Fluted, 21-in..... " 1 60
Spiral..... " 1 90

PIPE.

Conductor.

	Gal. Steel	Charcoal
L. C. L. to Dealers:—		
Eastern	70&10%	50&10&2½%
Pittsburgh	75&10&5%	60%
Central	75&10%	60%
Northwestern	75&7½%	60%
Western	70&12½%	50&12½%
Tennessee	70&10%	50&12½%
Southern	70%	50&12½%
Southwestern	70%	50&5%

Terms 60 days; 2% Cash 10 days.
Factory shipments generally delivered.

Lead.
Full coils .....per lb. 7½c
Cut coils..... " 7¾c
Stove

Acme—Inches....	5	6	7
Smooth, per jt...	8½c	9½c	10½c
Planished, "	32 c	33 c	43 c
Peerless—Smooth,	7½c	8 c	9½c
Polished	14½c	15½c	18 c
Planished	28 c	31 c	35½c

Made-up—Inches..	5	6	7
Smooth	7½c	8 c	9½c

7 to 6 in. Smooth Tapers, pr jt...13c
6 in. Smooth T's..... " 27c
7 to 6 in. Planished Tapers.....45c

Yale Patent Lock Pipe—Stove.

	5"	6"	7"	7" to 6"
	Cents			
Battle Axe Blue...	7	7½	9½	10½
Can't Slip " ..	7½	8½	10	11
Peerless " ..	7½	8½	10	11
Duplex " ..	10	11	13	14
Yale, Rus. Fin....	15	16	17	18
Duplex Planished.	29	31	37	38
Galvano, Gal.....	15	16	17	18

If wanted made up, add per joint or grooved, 1c; riveted, 1½c. Crating made-up pipe extra.

Wrought Iron Gas Pipe.
¼@½-in., black.....discount, 60%
¾@1-in., black..... " 60,10&5%
1¼-in. to 6-in., black... " 70%
7-in. to 12-in., black... " 62½%
¼@½-in., galvanized.... " 42%
¾@1-in., galvanized.... " 50%
1¼-in. to 6-in., galvan'd " 57½%
7-in. to 12-in., galvan'd " 45%

PLANES.

Sargent Iron Bench.....60%
Stanley Iron Bench .....25&5%

PLATES, TIN.

See Metals in Column 1.

PLIERS.

Giant, Button's—80% off list.
Cutting
Bernard's.....30%
Lodi.....50%
Upper End and Diagonal Cutting
Swedish Side.....70%
Utica Drop Forge & Tool Co....60%
Fencing.
Black Bull.....per doz. $8 25
Farmers' Choice.....per doz. $8 00
Russell's..... " 8 25
Flat and Round Nose.
Bernard's.....30%
German.....65%
Lodi.....50%
Paragon.....50%

Gas.—Inches..	7	8	10	12
Per doz.....	$3.00	3.50	4.50	5.50

Tinners'.
Hollow.....40%
Solid.....each, 5½c

PLUMBS AND LEVELS

Common .....60&10&10%
Cook's.....40%
Davis' Iron 25%
Davis' Inclinometer.....15%

POINTS

Drive Well Points.....75&5%

POKERS, STOVE.

Wr't Steel, str't or bent, per doz. $0 55
Wr't Steel, wood hand'ls " 80
Nickel Plated, coil hand'ls " 65

POKES, ANIMAL.

Cracker Jack, wr't steel, per doz. $4 50

POLISH.

Metal.
White Silk, half pints, per doz. $2 00
White Silk, 6-oz. cans, per doz. 1 00
Shoe.
M. C. D.....per doz.....36c@50c
F. C. O..... " 40c
T M..... " .55c@$1 75
Imperial.....per gro 5 00
Stove.
Black Eagle, 1-lb. cans, pr. gr. $15 00
Black Silk—
5-lb. pail..... $0 70
Paste, 5-oz. cans....per doz. 75
Paste, ½-lb. cans.... " 1 05
Liquid, ¼-pt. cans... " 1 05
Liquid, 6-oz. cans... " 75
Black Jack, ½-lb. cans. " 9 25
Dixon's Carb. of Iron. " 5 75
Nickel Plate..... " 4 50

POPPERS, CORN.

Round or Square, 1-qt. per doz. $1 05
Square, 1½-qt..... " 1 15
Square, 2-qt..... " 1 35
4-qt..... " 3 75

POTS, FIRE.

Clayton & Lambert's, each, $4 75@6 25
Gate City.....each, 6 25
Gem.....each, $6 75@8 50

POWDER.

See Ammunition.

PRESSES, FRUIT AND JELLY.

Enterprise Manufacturing Co.....25%

PRIMERS

See Ammunition.

PRUNERS.

Disston's Pole.....per doz. $6 50
Henry's Improved..... " 75&10%
Water's Improved..... " 80%

PULLERS.

Cork.
Daisy..... each, $3 10
Phœnix..... " 1 40
Quick and Easy..... " 2 70
Nail.
Giant.....per doz. 10 50
Giant Pattern..... " 6 00
Jumbo..... " 9 00
Tack—Giant..... " 40

PULLEYS.

Awning—Jap'd.....60%
Clothes Line.....50&10%
Hay Fork.
Iron Wheel, 5-in.....per doz. $1 75
Wood Wheel, 6-in.... " 1 75
Wood Wheel, 6-in., pass knot, ...per doz. 2 15
Hot House—Jap'd.....50&10%
Screw—Jap'd.....60%
Side—Jap'd.....50&10%
Sash.
Common.....per doz. $0 16
Common-Sense, 2-in.. " 20
Empire Pattern, 2-in.. " 20
Ideal..... " 20
Steel..... " 25

PUMPS.

Pitcher Spout.

Nos.....	1	2	3	4
Each.....	$1.00	1.15	1.30	1.70

Spray.
Blizzard.....per doz. $14 50
Cyclone, tin..... " 2 40
Cyclone, copper..... " 5 75
Daisy..... " 9 00
Little Giant.....each,... 2 25

PUNCHES.

Conductors'.
No 22.....per doz $2 2
Machine.....per lb 19
Saddlers'.
Common ... .per doz 60c@70c
Good..... " 72c@84c

PUTTY.

In Bladders.
Strictly pure.....per 100 lbs. 2 35

RAIL.

Barn Door.
Matchless, 1-in..... 3 c
Matchless, 1¼-in..... 3½c
Storm King..... 4 c
Sliding Door.
Painted steel.....per ft. 4½c
Bronzed wrought iron...per ft. 8½c

RAKES.

Coal or Wood.....per doz. $5 20
Garden.
Steel.....70%
Steel, bow.....70%
Malleable iron, heavy.....60&10%
Hay.
Wood.....$1 50@$2 00
Lawn—Wood.
XXX.....per doz. $3 00
Automatic..... " 5 25
Lawn Queen..... " 2 75
Jumbo, 36 teeth..... " 5 25

RASPS—See Files.

RAZORS.

Bo-ras-ic.....50%
Red Devil.....50%
Tree Brand.....50%

REGISTERS.

(All Sizes)

Japanned, Bronzed and Plated...70%
White Porcelain Enameled...50&10%
Solid Brass and Bronze Metal....40%
Single Valve (Baseboard and Sidewall).....70&10%

REGISTER FACES

Japanned, Bronzed and Plated
4x6 to 14x14.....70%
14x14 to 38x42.....75&10%
Heavy Round Gratings.....75&10%
White Porcelain Enameled...50&10%
Solid Brass or Bronze Metal.....40%

RINGS.

Bull.

Copper	3½ in.	3in.
Per doz	$1 10	$1 40
Rea's Improved Self-Piercing copper, pr dos	2 00	....
Steel, per doz	85	95
Nickel plated	1 35	....

and Ringers—Hog.
Blair's Rings.....per doz. $0 58
Blair's Ringers..... " 75
Brown's Rings..... 50
Brown's Ringers..... " 80
Champion Ringers.... " 60
Hill's Ringers..... " 70
Hill's Ring, boxes.... " 47
Major Rings..... " 60
Perfect Ringers..... " 95
Wolverine Rings..... " 1 45
Wolverine Ringers.... " 80
Fruit Jar.
White.....per lb.....30c
Key.
Split, round.....per doz. $0 17
Split, square..... " 22
Ball, round..... " 22

RIVETS.

and Burrs.
Copper Belt.....40%
Coppered Iron.....60&10&5%
Tinners'.....60&10%
Hame.....per lb. $0 10
Slotted Clinch per doz 40c@45c
Tubular
Nos 1 and 2 assorted sizes, doz, 45c

RIVET SETS

See Sets.

ROPE.

Cotton.
¼, 5-16 in. Com on reels. .per lb. 11½c
¼, 5-16 in Com. in coils.. " 12 c
¼, 5-16 Imperial in coils.. " 21 c
Sisal.
1st Quality.....12 c
Hardware Grade, rates, per lb...10 c
Pure Manila.
1st quality.....per lb. 15½c
Hardware Grade, rates... " 14½c

RULES.

Boxwood.....50&10%
Ivory.....

SASH WEIGHTS.

See Weights.

SAWS.

Back.
Disston's.....25%
Jackson's.....25%
Butchers'.
Disston's.....30%
Circular.
Disston's.....50%
Hiles'.....50&10%
Compass.
Common.....per doz $1 35@1 60
Disston's .....%25
Cross-Cut
Disston's.....45%
Dehorning.
Disston's.....per doz. $5 75
Hack.
Disston's.....25%
Keystone.....30%
Hand and Rip.
Brown's.....30%
Disston's No. 7.....30%
Disston's Nos. 8, D8, 12, 76, 112, D100, and 120 (new list).....25%
Keystone.....30%
Enterprise, hand.....per doz. $5 00
Our Saw, hand..... " 4 00
Our Saw, rip..... " 4 50
Keyhole—Disston's.....25%
Kitchen.
Sterling 25%
One Man.....50%
Panel
Brown's 30%
Disston's No. 7.....30%
Disston's No. D100.....25%
Pruning.
Brown's 25%
Disston's 25%
Wood
Common.....per doz $4 50
Clover Leaf..... " 6 00

SAW BUCKS—See Bucks.

SAW SETS—See Sets.

SAW TOOLS—See Tools.

SAW FRAMES.

Common, plain.....per doz. $1 25
Common, painted..... " 1 70

SCALES.

Counter.
Pelouze.....40&10%
Platform.
Osgood.....50%

SCOOPS.

Grain.
½-bu. "Herctiles".....per doz. 13 70
1-bu. "Hercules"..... " 15 00

SCRAPERS.

Box.
Triangular.....per doz. $4 00
Cabinet.
Cast Steel . . . . per doz , 60c@75c
Road.

Cubic ft.	7	5	3
Without run's, ea.	$4.00	3.75	3.50
With runners, ea..	4.25	4.00	3.75

SCREWS.

Bench.

Iron, in.....	1	1½	1¾
	$3.50	4.00	4.75

Wood, white maple...per doz. $3 50
Hand—Wood.....10%
Hand Rail.....80&10%
Jack.....70&10&5%
Lag or Coach—all sizes, gimlet pointed.....75&5%
Saw—Centennial.

Nos ..	1	2	3	4	5	6
Per doz.	18c	20c	25c	30c	23c	25c

Wood.
F. H. Bright.....87½&5%
R H Blued.....85%
F. H. Jap'd.....82½%
F. H. Brass.....85%
R. H. Brass.....80%
R. H. Nickel Plated.....75-10%

SCYTHES.

Be Ve Be, grass.....per doz. $8 00
Clipper, grass..... " 8 25
Clover Leaf Dutchman. " 7 50
Honest Dutchman..... " 7 50
Be Ve Be..... " 7 50

SHAVING SETS.

Smith & Hemenway.....60%

SETS.

Nail.
Round, common.....per doz $0 33
Square, common..... " 42
Octagon, common..... " 33
No. 5, square..... " 75
Cup point, knurled... " 75
Rivet.
Farmers'.....per doz. $1 20
Tinners'.....50&10%
Saw.
Aiken's Pattern.....per doz $3 50
Common Lever..... " 1 20
Disston's Monarch.... " 6 50
Disston's X Cut ..... " 12 00
German..... " 1 05
Leach's..... " 80
Nash's Hand..... " 3 15
Nash's X Cut..... " 4 20
Stillman's Lever..... " 1 30
Stillman's X Cut..... " 2 50

SHARPENERS, SKATE.

Diamond.....per doz $1 60
Smith & Hemenway.....20%

SHAVES, SPOKE

Iron.....per doz $1 10@1 85
Wood ..... " 2 75@4 75
Bailey's .....50&5%
Goodell's 15%

SHEARS

Pruning
Buckeye, No. 1.....per doz $5 75
Buckeye, No. 2..... " 7 40
California Pat., 9-in.. " 3 20
Cailfornia Pat., 10-in.. " 4 00
Draw Cut, No. 3..... " 13 75
Draw Cut, No. 4..... " 16 50
Henry's Pat. 0 01 14 012
Per doz.....$1.40 2.10 2.90 2.80
Star.....per doz $4 00
Sheep—No BBA.
Inches..... 6 6½ 7
Reg. Grip.....$11.25 11.50 12.00
Nar. Grip.,doz.... 11.00 11.25 12.25
Tinners'—See Snips.

SHEAVES, SLIDING DOOR.

Common.
Inches..... 3 4 5
Per set..... $0.34 .42 .70
Hatfield's.
Per set..... $0.75 1.00 1.60

SHELLS—See Ammunition.

SHELLERS, CORN.

Union.....per doz. $6 75

SHIELDS.

Expansion Bolt Shields.....50&10%

SHOES.

Conductor.....60&10%

SHOT—See Ammunition.

SHOVELS AND SPADES

Coal.
No 2 Woodford.....per doz. $5 50
No. 182..... " 6 00
Ames' new list .....Discount, 12½%
Per doz.
Neverbreak, hollow bck, blk. $15 75
National.... " " " 14 75
Buckeye.... " " " 10 00
Mohawk.... " " " 9 00
Drain.
Iwan's Perfection.....50%
Railroad, etc.
Black Diamond.....per doz. $1 50
Crescent..... " 5 75
Keystone..... " 8 75
Star..... " 4 75
Vaterland..... " 9 50
Hollow Back..... " 4 75
Ames, new list .....Discount, 12½%
Snow.
Per doz.....$1.65@$9.00
Alaska Steel.
D Handle.....per doz. $3 50
Long Handle..... " 3 00

SINKS.

Cast Iron.
Painted.....50&10%
Enameled, White.....50&10%
Wrought Steel.
Painted, new list.....40-10&5%

SLEDGES—See Hammers.

SNAPS, HARNESS.

Champion.....33⅓%
German Pattern.....30&5%
Judd's Pattern.....50%

SNATHS.

Double Ring, Bush.....per doz. $6 00
Patent Loop, Bush..... " 5 75
Patent Loop, Grass..... " 5 50

SNIPS, TINNERS'.

Clover Leaf.....40&10%
National.....40&10%

SOLDER—See Metals.

SPRINGS, DOOR.

Perfect.
Nos..... 1 2 3 4
Per doz.....30c 35c 40c .54c
Reliance.
Per doz ...light, $1.25; heavy, $2 50
Star.
Per doz ....light, 90c; heavy, $1 35
Torrey's.....per doz. $1 35
Warner's No. 11 13
Per doz..... ..... 75c $1 35

SQUARES.

Steel and Iron.....70&10%
(Add for bluing, $2.50 per doz., net.)
Mitre.
Try.
Try and Bevel.
Try and Miter.
Fox's.....per doz. $5 75
Winterbottom's.....70%

SQUEEZERS, LEMON.

Common Wood.....per doz. $0 70
Porcelain Lined, Wood.. " 1 25
Boss, malleable iron.... " 1 20
Iron Frame, porc'n bowl " 1 90
Iron Frame, glass bowl . " 2 35
Little Giant, tin'd iron . " 4 00
Drum, japanned..... " 3 60
Drum, nickel plated .... " 4 50

STAPLES

Blind.
Barbed.....per lb ..9½@9¾c
Butter Tub..... " .....8 @8½c
Fence—less than carload.
Polished.....per 100 lbs. $2 30
Galvanized..... " 2 60
Netting.
Galvanized.....per 100 lbs. 4 00
Wrought.
Wrought Staples, Hasps and Staples, Hasps, Hooks and Staples, and Hooks and Staples.....80-10&10%
Extra heavy.....75&10%

STEELYARD.

Discount 25%.

STONES.

Axe.
Hindostan.....per lb 5½@7 c
More Grit..... " 9½c
Washita ..... " 17 c
Emery.....60%@60&5%
Oil—Mounted.
Arkansas Hard.....per doz.$23 00
Arkansas Soft..... " 15 50
Hindostan .....per lb 6½@6¾
Oil—Unmounted.
Arkansas Hard.....per lb $2 05
Arkansas Soft ..... " 1 10
Lily White..... " 45
Queer Creek..... " 15
Ouachita..... " 38
Washita..... " 26
Sythe.
Black Diamond.....per gro. $8 00
Crescent..... " 4 25
Gem Corundum..... " 7 50
Green Mountain..... " 4 50
La Moille ..... " 7 00
Quinnebog..... " 5 00
Red End ..... " 3 75

STOPS, BENCH.

Hotchkiss'.....per doz. $3 50
Stearns'..... " 4 75

STOPPERS, FLUE.

Common.....per doz. $0 40
Crown..... " 45
Gem, flat, painted..... " 65
Gem, cor'd, decorated... " 70
Kirch's..... " 90
Perfect..... " 70@85
Skinner's Common Sense " 80

STOVE PIPE—See Pipe.

STOVE BOARDS—See Boards

STOVE POLISH—See Polish.

STRAPS.

Scoop.....per doz prs., $1 85
Skate..... " " 60@70c

STRETCHERS.

Carpet.
Bullard's.....per doz. $3 90
Excelsior..... " 5 25
Malleable Iron..... " 70
Perfection..... " 6 30
King..... " 4 50
Wire.
N. S. Elwood's.....per doz. $6 00
O. S. Elwood's..... " 6 00
Little Giant..... " 5 75
Safety..... " 10 00
Star Lever..... " 6 25
Canton Tackle Block. " 9 50
Warner's ..... " 6 25

SWIVELS.

Malleable Iron.....per lb. $0 70
Wrought Steel.....per gro. 4 50

TACKS.

American Cut.....90&15%
American Wire.....85&20%
Bill Posters Cut.....90&20%
Glued Carpet.....90&10%
Tinned Carpet.....90&10%
Gimp.....90&10%
Upholsters' Cut.....90&20%
Upholsters' Wire.....90&10%
Double Pointed.....90%
Copper.....per lb. 32
Canvas Nails.....75&5%
Clout Nails.....75&10%
Hungarian Nails.....80%

TAPES, MEASURING.

Asses' Skin.....40&10%
Bend Leather.....20%
Patent Leather.....20%
Lufkin's Steel.....25%
Lufkin's Metallic.....30%

TEE BEVELS—See Bevels.

THERMOMETERS.

Tin Case.....per doz. 80c@$1 25
Wood Back..... " $2.00@12 00
Glass..... " 12 00

TIES.

Bale.
Single Loop.....80&5%
All other kinds.....70%
Cow—See "Chains."

TOOLS, SAW.

Disston's Universal.....40%
Miniature.
Smith & Hemenway.....25%

TRAPS.

Fly.
Ballon.....per doz. $1 25
Harper's..... " 1 35
Game.
Newhouse.....40&10%
New Victor.....70&10%
Mole.
Reddick's.....per doz. $6 00
Mouse and Rat.
Wood Choker ..per doz. holes $0 13
Tin Choker .... " " 75
*Delusion.....per doz. 1 15
Marty Rat..... " 6 25
Marty Rat Imitation. " 3 50
Marty Mouse..... " 3 00
Marty Mouse Imitation " 2 00
Hold-em, wire rat.... " 3 75

TROWELS.

Brick.
Clover Leaf.....30%
Brade's.....15&5%
Disston's.....30%
Rose's.....20%
Plasterers'.
Clover Leaf.....40%
Disston's.....25%
W. & McP.....25%

TRUCKS.

Bag.....each, $2 75
Handy..... " 1 85
Warehouse.....50&10%
No..... 1 2 3
Half Ironed..... $3.00 3.85 5.50
Full Ironed..... 3.45 4.50 6.45

TUBS, WASH

Standard, Wood. Ex.
Nos..... 3 2 1 large
Per doz.....$5.00 6.00 7.00 9.50
Dowell.
Per doz..... 5.35 6.35 7.00 9.50
Cedar.
Per doz..... 6.10 7.10 7.90 10.80
Indurated.
Per doz..... 8.55 9.45 10.80 13.50
Galvanized.
No..... 1 2 3
Per doz.....$6.00 6.75 7.75

TWINE.

Per lb.
3-ply Cotton Wrapping ..... .25c
4 " " " 25c
" " Extra Wrapping.....27c
4 " " " Hvy. Wrapping 25c
4 " " Wrapping on tubes....27c
3 " " " " cones.....25c
4 " " " " " 25c
India Hemp, ½-lb. balls 19c
" " ½-lb. " 18c
" " ¼-lb. " .....doz. 75c
2-ply Jute, ½-lb. " 14c
3-ply Jute, ½-lb. " 13c
Jute Wrapping, ½-lb. balls.....14c
Jute Wool, 1-lb. balls.....9½c
Seins.
Nos..... 9 12 15
Soft.....per lb 26½ 26 25
Med..... " 26½ 26 25
Hard..... " 27 26½ 26
Staging, ½-lb. ball, size 21.....26½c
" " " " 24.....26c
" " " " 27.....26c
Bagging " " 23c
3-p y "B" in hanks 18c
4- " "B" " 18c
3 " "A" " 27c
3 " Silver Finish, in hanks...37c
Fodder or Lath.
130 strand.....6½c
200 strand.....—c

VISES.

Phœnix..... .....30%
Phœnix Oval Slide.
Inches..... 2½ 3 3½ 4½
Each..... $1.25 1.50 1.85 2.75
Parker's Parallel..... 20%
Parker's Victor..... 20%
Parker's Swivel Base..... 20%
Parker's Re-inforced 20%
Parker's X Series..... 20%
Parker's Combination 20%

No. 110, Bicycle..... " 31 50
No. 500, Royal..... " 32 50
No. 350, Universal..... " 28 00
No. 300, Novelty..... " 28 00
No. 310, Keystone..... " 28 00
No. 100, Rival..... " 28 50
Solid Box.....40&5%
Adams' Mechanics'.....each 2 50
Williamson's Universal.....60%

WARE.

Stow Hollow Ware.
Plain or Unground.....50%
Ground Ware.....45%
Enameled Ware.....33⅓%
Country Hollow Ware, per 100 lbs. $3 00
White Enameled Ware.
Maslin Kettles.....60&10%
Covered Ware.
Tin'd and Turn'd.....35&10%
Enameled.....45&10%
Glue Pots.
Tinned..... .....25%
Enameled.....30%
Enameled.
Cherry Blossom and Chrysolite..50%

WASH BOARDS—See Boards.

WASHERS.

Standard O G. cast iron . . .per lb. 2½c
Wrought iron in bulk, per lb.:
In. ⅜ ½ ⅝ ¾ ⅞ 1 1
9c 6½c 5c 4½c 4½c 4½c 3½c
Wrought steel in 5-lb. boxes, per lb.:
In. ⅜ ½ ⅝ ¾ ⅞ 1 1
10 7c 6c 5½c 5c 5c 4½c

WASHING MACHINES—See Machines.

WEDGES.

Ax.....per doz. $0 30
Galling.....per lb. 10¾
Saw..... " 8¼

WEANERS.

Calf.
Fuller's, per doz.....$2 00 to $2 50
Tyler's Safety, per doz 1 85 to 2 40
Carroll's, per doz..... 3 00 to 3 75
Standard, per doz..... 3 00
Hoosier, per doz..... 3 50 to 4 00

WEIGHTS.

Hitching.....per lb. 2½c
Sash—f.o.b Chicago....pr ton, 26 50

WHEEL BARROWS.

Common Railroad.....per doz. $17 00
Heavy Railroad..... " 24 00
Panama Steel Tray.... " 30 00
Klondike Steel Tray.. " 28 00

WHEELS.

Corundum.....70&10&5%
Emery.....75&5%
Well. Inches,. 8 10 12 14
* Per doz..... $2.40 3.25 4.00 6.00

WIRE.

Barbed. Painted. Galv'd
Carloads . . per 100 lbs. $2.33 $2.63
Less than car " 2.43 2.73
Brass.
In coils.....20%
In 1-lb. spools, new list.....50%
Broom—Tinned . . . 60&10&10&10%
Cable—Same price as Barbed Wire.
Copper.
In coils.....20&10%33⅓%
1-lb. spools, new list.....50&10%
Fence—Smooth.
Nos. 6 to 9, An'eal'd, pr 100 lbs. $2 30
Nos. 6 to 9, Galv'd.. " 2 60
Hair—New List.....50%
Market.
Bright, full bdles.....70&5%
Bright, broken bdles.....70%
Goppered, full bdles.....70%
Coppered, broken bdles.....65&10%
Tinned, full bdles.....75&5%
Tinned, broken bdles.....65&10%
Picture—In coils . . . . 80% @80&10%
In 5-lb. spools.....per lb.....26c
Plain—Small lots..... $2 10
Car lots..... 2 05
Small spools 5c per 100 higher.

WRENCHES.

Acme Standard.....60%
Alligator No. 1.....85cnet
Always Ready.....50%
Agricultural.....75&5%
Ellis Adjustable.....25%
Malleable "S".....per lb. 08c
Malleable..... " 08c
Stillson Pipe.....70%
Bemis & Call's:
Adjustable S, 40&5%; Adjustable S Pipe, 40&5%; Briggs Pattern, 40%; Combination Bright, 50%
Steel Handle Nut.....50&5%
Combination Black.....50&5%
Merrick Pattern.....50&5%
Double End Adj. S.....40&5%

WRINGERS.

No. 22, Guarantee....per doz. $32 50
No. 110, Guarantee.... " 32 50
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Harrington & King Perforating Co., Chicago, Ill

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Nickel Plate Stove Polish Co., Chicago, Ill

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Canton Art Metal Co., Canton, O
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Dixon, Jos. Crucible Co., Jersey City, N. J

Rules

Lufkin Rule Co., Saginaw, Mich

Sash Balances

Pullman Mfg. Co., Rochester, N. Y

Sausage Stuffers

Enterprise Mfg. Co., of Pa., Philadelphia, Pa

Saw Sets and Saws

Disston, Henry & Sons, Philadelphia, Pa
Smith & Hemenway Co., New York, N. Y

Schools—For Sheet Metal Pattern Drafting

Gray's School, New York, N. Y

Screens—Perforated Metal

Harrington & King Perforating Co., Chicago, Ill

Screws

Columbus Bolt Works, Columbus, O

Screw Drivers

North Bros. Mfg. Co., Philadelphia, Pa

Shears

Bertsch & Co., Cambridge City, Ind
Napanee Iron Works, Napanee, Ind
Robinson Mfg. Co., J. M., Cincinnati, O
Wagner, C. DeWitt, Cedar Rapids, Ia

Sheets—Black and Galvanized

American Sheet & Tin Plate Co., Pittsburgh, Pa
Eller Mfg. Co., Canton, O
Griffiths Charcoal Iron Mills, Washington, Pa
Inland Steel Co., Chicago, Ill
Stark Rolling Mill Co., Canton, O
Sykes Steel Roofing Co., Chicago, Ill
Wheeling Corrugating Co., Wheeling, W. Va

Sheets—Planished

American Sheet & Tin Plate Co., Pittsburgh, Pa
Eller Mfg. Co., Canton, O
Follansbee Bros., Pittsburgh, Pa
Griffiths Charcoal Iron Mills, Washington, Pa
Inland Steel Co., Chicago, Ill
Stark Rolling Mill Co., Canton, O
Sykes Steel Roofing Co., Chicago, Ill
Ward-Dickey Steel Co., Indiana Harbor, Ind

Sheets—Steel

American Sheet & Tin Plate Co., Pittsburgh, Pa
American Steel & Wire Co., Chicago, Ill
Eller Mfg. Co., Canton, O
Follansbee Bros. Co., Pittsburgh, Pa
Griffiths Charcoal Iron Mills, Washington, Pa
Inland Steel Co., Chicago, Ill
Stark Rolling Mill Co., Canton, O
Sykes Steel Roofing Co., Chicago, Ill

Sheet Metal Ornaments

Berger Mfg. Co., Canton, O
Foster & Sons Co., Wm., Springfield, Ill
Friedley-Voshardt Co., Chicago, Ill
Milwaukee Corrugating Co., Milwaukee, Wis
Mullins Co., W. H., Salem, O
Schoedinger, F. O., Columbus, O

Shelf Boxes

Green & Co., A. H., New York, N. Y

Shelving

Heller & Co., W. B., Montpelier, O
Warren Mfg. Co., J. D., Chicago, Ill

Shovels

Avery Stamping Co., Cleveland, O

Siding

Milwaukee Corrugating Co., Milwaukee, Wis

Sifters

Stuber & Kuck, Peoria, Ill

Skylights

Canton Art Metal Co., Canton, O
Eller Mfg. Co., Canton, O
Milwaukee Corrugating Co., Milwaukee, Wis
Schoedinger, F. O., Columbus, O

Skylight Gearing

Weiss, H. & Co., New York, N. Y

Slate Roofing

Auld & Conger Co., Cleveland, O

Slating Nails

Pussey & Co., C. G., Pittsburgh, Pa

Soldering Fluxes

Ruby Chemical Co., Johnston, Ohio

Squares—Machinists'

Disston, Henry & Sons, Philadelphia, Pa

Stampings—Sheet Metal

Avery Stamping Co., Cleveland, O

Steel

American Steel & Wire Co., Chicago, Ill

Store Fixtures

Heller & Co., W. B., Montpelier, O

Stoves and Ranges

Albany Foundry Co., Albany, N. Y
Champion Steel Range Co., Cleveland, O
Co-operative Fdy. Co., Rochester, N. Y
Chicago, Ill
Faultless Malleable Stove Works, St. Charles, Ill
Foster Stove Co., Ironton, O
Monitor Stove & Range Co., Cincinnati, O
Mt. Penn Stove Works, Reading, Pa
Odin Stove Mfg. Co., Erie, Pa.
Quality Stove & Range Co., Belleville, Ill
Sheridan Stove Mfg. Co., Quincy, Ill
Stove & Range Co., of Pittsburg, Pittsburgh, Pa
Van Range Co., John, Cincinnati, O
Willard, Wm. G., St. Louis, Mo

Stove Mats

Stuber & Kuck, Peoria, Ill

Stove Patterns

Cleveland Castings Pattern Co., Cleveland, O
Cope Pattern, Geo W., Works, Detroit, Mich
Quincy Pattern Co., Quincy, Ill
Vedder Pattern Works, Troy, N. Y
Weiler Pattern Co., Quincy, Ill

Stove Pipe

Hemp & Co., St. Louis, Mo
Kinne Mfg. Co., Minneapolis, Minn

Stove Pipe Thimbles

Stuber & Kuck, Peoria, Ill

Stove Polish

Black Silk Stove Polish Wks., Sterling, Ill
Brauer Supply Co., A. G., St. Louis, Mo
Nickel Plate Stove Polish Co., Chicago, Ill

Stove Putty

Connors Paint Mfg. Co., Wm., Troy, N. Y
Dixon, Jos. Crucible Co., Jersey City, N. J

Stove Repairs

Brauer, A. G., Supply Co., St. Louis, Mo.
U. S. Stove Repair Co., Minneapolis, Minn

Sugar Kettles

Sperry, D. R. Co., Batavia, Ill

Supplies—Foundry

Obermayer Co., S., Cincinnati, O

Supplies—Stove Dealers'

Brauer, A. G., Supply Co., St. Louis, Mo

Tapes

Lufkin Rule Co., Saginaw, Mich

Technologist

Hooper, C. N., Dubuque, Iowa

Thermometers—Oven

Evans Stamping & Plating Co., Taunton, Mass

Tin—Perforated

Harrington & King Perforating Co., Chicago, Ill

Tinners' Furnaces

Burgess Soldering Fur. Co., Columbus, O
Clayton & Lambert Mfg. Co., Detroit, Mich
Diener Mfg. Co., Geo. W., Chicago, Ill
Meyer Fdy. & Mfg. Co., South Bend, Ind

Tinners' Tools

Armstrong, Blum Mfg. Co., Chicago, Ill
Auld & Conger Co., Cleveland, O
Berger Bros. Co., Philadelphia, Pa
Bertsch & Co., Cambridge City, Ind
Lufkin Rule Co., Saginaw, Mich
Napanee Iron Works, Napanee, Ind
Niagara Machine & Tool Works, Buffalo, N. Y
Robinson Mfg. Co., J. M., Cincinnati O
Wagner, C. DeWitt, Cedar Rapids, Ia
Weiss & Co., H., New York, N. Y

Tinplate

American Sheet & Tin Plate Co., Pittsburgh, Pa
Eller Mfg. Co., Canton, O
Follansbee Bros. Co., Pittsburgh, Pa
Merchant & Evans Co., Philadelphia, Pa
Wheeling Corrugating Co., Wheeling, W. Va

Tinware

New England Enameling Co., New York, N. Y

Tinware Trimmings

Berger Bros. Co., Philadelphia, Pa

Toasters

Kinne Mfg. Co., Minneapolis, Minn

Toggles—All Kinds

Star Expansion Bolt Co., New York, N. Y

Tools, etc.

North Bros. Mfg. Co., Philadelphia, Pa
Parker Co., Chas., Meriden, Conn
New York, N. Y
Rock Island Tool Co., Rock Island, Ill
Simmons Hardware Co., St. Louis, Mo
Stanley Rule & Level Co., New Britain, Conn

Tools—See Carpenters' Tools
Tools—Linemen's

Smith & Hemenway Co., New York, N. Y

Trowels

Avery Stamping Co., Cleveland, O
Disston, H. & Sons, Inc., Philadelphia, Pa
Griffin Mfg. Co., Erie, Pa

Tubing—Heavy Tin

Dieckmann, Ferdinand, Cincinnati, O

Ventilators—Wooden

Wooden Ventilator Co., The, East Palestine, O

Ventilators

Canton Art Metal Co., Canton, O
Canton Mfg. Co., Canton, O
Eller Mfg. Co., Canton, O
Friedley & Voshardt Co., Chicago, Ill
Globe Ventilator Co., Troy, N. Y
Iwan Mfg. Co., South Bend, Ind
Merchant & Evans Co., Philadelphia, Pa
Milwaukee Corrugating Co., Milwaukee, Wis

Vises

Parker Co., Chas., Meriden, Conn
New York, N. Y
Rock Island Tool Co., Rock Island, Ill

Washers

Columbus Bolt Works, Columbus, O

Washing Machines

Brammer Mfg. Co., H. F., Davenport, Ia
White Lily Mfg. Co., Davenport, Ia

Wire

American Steel & Wire Co., Chicago, Ill
National Wire Cloth Co., Niles, Mich.

Wire Goods

Bromwell Brush & Wire Goods Co., Cincinnati, O
Denning Wire & Fence Co., Cedar Rapids, Ia
National Wire Cloth Co., Niles, Mich
Pittsburg Steel Co., Pittsburgh, Pa

Wants and Sales.

For Paid Yearly subscribers THE AMERICAN ARTISAN will insert under this head advertisements of six lines WITHOUT CHARGE for employers wishing to secure employes, persons seeking situations, parties desiring to purchase a business, business for sale, partners wanted, to exchange, etc. Those who respond to these announcements will please mention that they "READ THE ADVERTISEMENT IN THE AMERICAN ARTISAN."

BUSINESS CHANCES.

PATENTS OFFICIAL copy "PATENT LAWS" United States sent on receipt ten cents stamps.
HUBERT E. PECK, Patent Attorney, 629 F Street, Washington, D. C.

For Sale—$7,000 stock of hardware; only hardware stock in a town of over 1,000. Doing good business; good opportunity. Address S-31, care THE AMERICAN ARTISAN, 355 Dearborn St., Chicago. 5-3t

For Sale—Up-to-date hardware; about $5,000; well assorted; will sell at a bargain. Also store building; good rooms above, and lot 22x140. Best location in town. Snap at $2,000. Part time on building and lot if wanted. This will bear close investigation. Annual sales $15,000; good town and country. Good prices and honorable competition: No trade considered. Address S-23, care THE AMERICAN ARTISAN, 355 Dearborn St., Chicago. 25-3t

For Sale—$900 worth of stock in a furnace company. Will sell at a bargain. Address J. T. O'Hara, 2099 Jackson St., Chicago, Illinois. 25-3t

For Sale — My stock of hardware, stoves, tinshop and stock of plumbing goods, farm implements, buggies, wagons, gasoline engines, manure spreaders, etc. Stock of about $7,000 in one of the best locations in Northern Illinois where crop failure is never known. Rent reasonable or will trade buildings for farm if suitable. No land agent need apply. Address S-24, care THE AMERICAN ARTISAN, 355 Dearborn St., Chicago, Illinois. 25-3t

For Sale—Old established hardware business, making money in central Wisconsin. Population of town, 1,000; stock, $7,500; large territory. Can rent building. Only two hardware stores in town. Plenty of work at good prices. Bargain for some one. Reason for selling, going west. Address S-25, care THE AMERICAN ARTISAN, 355 Dearborn St., Chicago. 25-3t

For Sale—Fine new stock of tinner's tools, hardware, stoves, and granite ware. Invoice about $2,500. 100 miles north of Chicago. Will sell the hardware without the tools if desired. Will discount 10% for cash deal. Cash deal only. Now is your chance to get a bargain. Address S-26, care THE AMERICAN ARTISAN, 355 Dearborn St., Chicago. 25-2t

For Sale—In Eastern Ohio town of 2,300, tinner's and slater's tools and stock. Four and five men working. Would sell half interest. If it is business you want, here it is. Address S-27, care THE AMERICAN ARTISAN, 355 Dearborn St., Chicago. 25-3t

For Sale—Clean stock of hardware, tin and plumbing shop, in good clean town of 1,600 inhabitants and excellent farming country in East-Central Iowa. Old established business. Cause of selling, death of senior member of firm and must settle estate. Address S-28, care of THE AMERICAN ARTISAN, 355 Dearborn St., Chicago. 25-3t

For Sale—Tin and pump shop in good part of Kansas and good business. Address Ward H. Parker, Fairview, Kansas. 25-3t

For Sale—Well established tin, jobbing and furnace shop. Employ two to six men. Will invoice about $800. Is first-class opening for tinner. Have run shop nine years. Reason for selling is failing health! Address T. R. Freeman, 229 S. Main Ave., Sioux Falls, South Dakota. 25-3t

Cobden, Illinois, in great need of hardware and furniture store. Greatest shipping point of fruits and vegetables between Chicago and New Orleans. Some inducement. Address Williams New Opera House, Cobden, Illinois. 20-3t

For Sale—The choicest proposition in hardware, tinning, plumbing, etc., to be found in the state of Iowa. A clean, up-to-date stock of general shelf hardware, stoves, etc. Store well located, building leased at very reasonable rent. Stock, tools and fixtures will inventory $12,000. Good chance desiring A-1 location. Address S-16, care THE AMERICAN ARTISAN, 355 Dearborn St., Chicago. 24-3t

For Sale—On account of failing health, my sheet metal business at a bargain. Shop situated in northern Arkansas, town of 3,000. Good location for man of moderate means. Only shop in town. Plenty of work. Address S-11, care THE AMERICAN ARTISAN, 355 Dearborn St., Chicago. 23-3t

To Exchange — A 320-acre improved farm near Elborn Lake, Minnesota, for a live hardware business in town having 2,000 population or more. This will bear closest inspection. Unless business will, don't answer. Address "S," Lock Box 905, Waverly, Iowa, at once. 23-3t

TINNER'S TOOLS.

For Sale—1 No. 3 V. & O. Inclinable open back power press, weight complete, 2,750 lbs. Used sixty days; good as new. Address Barrett Hardware Co., Joliet, Illinois. 25-3t

For Sale—Full set of tinners' tools, all in good shape, with shop. Stock, if the right man will open up a job shop. Good opening for the right man, for tinning, furnace work, steam, hot water jobs, and plumbing. For information address S-21, care THE AMERICAN ARTISAN, 355 Dearborn St., Chicago. 24-3t

HELP WANTED.

Wanted Partner—To take an interest in hardware, furniture and implement business in a first-class farming community in Central Minnesota. Address S-17, care THE AMERICAN ARTISAN, 355 Dearborn St., Chicago. 24-3t

Wanted—By Minnesota hardware jobbing house, traveling salesman for Montana. Must be over thirty years old. Thoroughly posted in general hardware, tinware, guns, ammunition, cutlery, etc. Good salary to the man who can sell the goods. Address S-29, care THE AMERICAN ARTISAN, 355 Dearborn St., Chicago. 25-2t

Wanted — First-class tinner's foreman in sheet metal works, including heating, ventilating, cornice and skylight work. One competent to estimate, draft and detail work. Address S-30, care THE AMERICAN ARTISAN, 355 Dearborn St., Chicago. 25-3t

Wanted, Tinner and Slater — Steady work and good wages to first-class mechanic. Address T. H. Norr, Piqua, Ohio. 25-3t

Wanted—Strictly first-class tinner and plumber. Must be strictly sober and honest. Apply at once. Address Spradling & Flagg, Hoopeston, Illinois. 25-3t

Wanted, Plumber and Steam Fitter—The right man can have work by the year at good salary. Address Garmen & Forkenbrock, New Hampton, Iowa. 25-3t

Wanted—Pump and wind mill man who can do pipe work, hang eave trough and do some tin work. State wages and give reference. Must be sober and reliable. Address Joseph Wiloth, Marble Rock, Iowa. 25-3t

Wanted—A-1 tinner who can do some plumbing. No boozer or loafer need apply. State wages wanted in first letter. Address W. B. Hayden & Son, Cassopolis, Michigan. 25-2t

Wanted—First-class tinner at once. Steady work. State wages and experience in first letter. Address Hastings Sheet Metal Works, Hastings, Nebraska. 25-3t

Wanted, Good Tinner—To do such work as generally comes to country shop. One preferred who can do pipe work and plumbing. Steady work the year around in nice city of 3,000 people. Married man preferred. State wages and ability in first letter. Will not keep a drinker. Address Fred L. Parish, Waupaca, Wisconsin. 25-3t

Wanted—Five first-class tinners. Must be first-class on tinning, furnace and slate roofing. Steady employment. Also one first-class tinner and plumber. Address Macomb Sheet Metal Works, Macomb, Illinois. 25-3t

Wanted—Good all around tinner and furnace man. Inside and outside work. Wages $18 per week and job year around to steady man. Give references. Address O'Brien Bros., Devils Lake, North Dakota. 25-3t

Wanted—Good tinner, plumber, pump and wind mill man. The right man can have good wages and work by the year as long as he wants to. Town of 1,000 population and good place to save money. Answer stating wages, age, etc. Address Schilling Bros., State Center, Iowa. 24-3t

Wanted First-Class Tinner—For job shop. Must be all around man on tinning and furnace work. Address J. C. Zinser Hardware Co., Joliet, Illinois. 24-3t

Wanted—Experienced hardware clerk, who can keep books. Must speak German. State wages wanted. Address Stoelting Bros. Co., Kiel, Wisconsin. 24-3t

Wanted at Once—First-class tinner, one who understands heating and plumbing. Steady job. Address Lock Box 405, Mineral Point, Wisconsin. 23-3t

Wanted—Good tinner at once. One with some experience in plumbing preferred. Steady job the year around. State references and wages required. Address Bishop & Withrow, Central City, Nebraska. 24-2t

Wanted Foremen—Men with experience at handling power machinery for manufacturing tin and sheet metal ware. Address Superintendent, Flat 3, 183 14th St., Milwaukee, Wisconsin. 24-3t

Help Wanted—Good sheet metal factory worker and one good, all around tinner and cornice worker. Address C. M. & M. Works, 108 17th St., Rock Island, Illinois. 24-3t

Tinner Wanted—In country town, some furnace work, pipe and pump work. Steady job, also waiting on trade in store. Must be honest and sober. State wages. Address E. Doss, Philo, Illinois. 24-3t

Salesman Wanted—For one of the best selling side lines on the market. Address S-13, care THE AMERICAN ARTISAN, 355 Dearborn St., Chicago. 23-3t

Wanted—Strictly first-class tinner and plumber. Wages $80 per month and up for the right man the year around. Apply at once. Address John Bauer, Plattsmouth, Nebraska. 23-3t

Wanted—Good all around sheet metal worker, one who thoroughly understands cornice and skylight business. Must know how to cut patterns and handle men to advantage. Attractive salary. Southern open shop. Address S-10, care THE AMERICAN ARTISAN, 355 Dearborn St., Chicago. 23-3t

Wanted—Tinner, plumber and furnace man at once. Address Kimballton Hardware & Implement Co., Kimballton, Iowa. 23-3t

Wanted—Experienced man to work in hardware store. State wages wanted. References. Address Charles Skidd, Kenosha, Wisconsin. 23-1t

Wanted—First-class man to clerk in hardware store. One who understands the business. Must be reliable and furnish best of references. Address P-92, care THE AMERICAN ARTISAN, 355 Dearborn St., Chicago. 20-3t

Wanted—Good reliable tinner at once, who understands heating, some plumbing, also steel ceiling work. Steady work. State wages. Address John Stallman, Sioux Falls, South Dakota. 21-3t

Wanted—First-class sheet metal worker; 8 hours' work; steady job for right man. Address Barrett Hardware Co., Joliet, Illinois. 21-3t

Wanted—First-class all around tinner to do general inside and outside tinning. Must be experienced in cutting patterns for general work, sober and reliable. No "would-be" need apply. When writing state wages wanted. Address P-100, care THE AMERICAN ARTISAN, 355 Dearborn St., Chicago. 21-3t

SITUATIONS WANTED.

Situation Wanted—Hardware clerk, with eight years' experience in hardware, stoves and tinware departments; can do roofing, guttering, spouting and pump work. Best of references furnished. Married. Age 27. Strictly reliable. Address S-19, care THE AMERICAN ARTISAN, 355 Dearborn St., Chicago. 24-3t

Wanted Position—As clerk in hardware store. Three years' experience. Well posted on hardware in general. Good references. North Dakota or Montana preferred. Address S-18, care THE AMERICAN ARTISAN, 355 Dearborn St., Chicago. 24-3t

Situation Wanted—By plumber, gas and steam fitter, who can do ordinary tinning, gas and gasoline engine work, and most anything that comes to shop in town of 16,000 or less. Only steady job considered. Address S-20, care THE AMERICAN ARTISAN, 355 Dearborn St., Chicago. 24-3t

FOR SALE

Fire insurance policy that is absolute protection by the Hardware Dealers' Mutual Fire Insurance Company of Wisconsin, which has been paying

50%

dividends for several years and trebled its surplus frequently. It belongs to the Policy Holders and no one else. Expenses, 7%; Losses, 12-1/2%. Policies written all over the United States. Write the Secretary about it to-day.

C. A. PECK, Secretary, Berlin, Wisconsin.
Under supervision of State Insurance Committee.

SITUATIONS WANTED.

Wanted Position—As manager or first man in live, up-to-date hardware store. Nine years' experience and am competent to manage a business. First-class salesman. Best of references. Address D. C. Hull, Belvidere, Illinois. 23-3t

Situation Wanted—By good all-around tinner of fourteen years' experience at trade. Strictly sober, honest and industrious. Nothing less than $3 per day considered. Address S-15, care THE AMERICAN ARTISAN, 355 Dearborn St., Chicago. 23-3t

Situation Wanted—By all around tinner with 15 years' experience. Can do ordinary plumbing and pipe work; also can install hot air furnace and can do all kinds of job work, as usually comes to tinshop. Am considered good help in store. Good references furnished. Eastern or central Iowa preferred. Address Box 85, Coggon, Iowa. 23-3t

Situation Wanted—By married man by the year. First-class tinner and furnace man of 20 years' experience. Skilled in work. Have knowledge and practical experience in all branches of sheet metal work. Prefers charge of shop. Strictly temperate and reliable. Address S-9, care THE AMERICAN ARTISAN, 355 Dearborn St., Chicago. 23-3t

Situation Wanted—As hardware clerk by strictly temperate young man aged 23. Six years' experience. Can furnish best of references. Ambitious, hard worker, with ability to sell goods and make friends. Address S-12, care THE AMERICAN ARTISAN, 355 Dearborn St., Chicago. 23-3t

Situation Wanted—By competent tinner, in Colorado, Idaho or Montana. Capable of doing first-class job of plumbing and heating. Can refer to present employers as to character and ability. Address Nelson, care of Osakis Hardware Co., Osakis, Minnesota. 21-2t

SPECIAL NOTICES.

WANTED.

Good tinners and furnace men. Steady work if first-class men. Open shop. No labor troubles. State full particulars in first letter. Address Superintendent of the Peck-Williamson Heating & Ventilating Company, Cincinnati, Ohio 23-

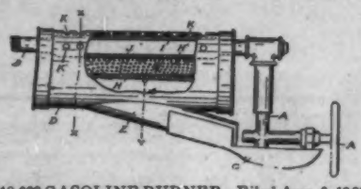
WANTED

Western Hardware Jobbing House wants stove salesman for road work. Must be familiar with stoves and also know how to sell them, and particularly hard coal stoves. Send copy of references and advise fully with application. Permanent position to right man. "Hardcoal," care THE AMERICAN ARTISAN, 355 Dearborn Street, Chicago. 22-4t

SALESMEN

WANTED—Two competent stove and range salesmen, one each for Missouri and northern territory. Address Range, Care THE AMERICAN ARTISAN, 355 Dearborn Street, Chicago. 22-ufn

PATENT FOR SALE



918,622 GASOLINE BURNER. Filed Aug. 6, 1908. Serial No 447,220. Will sell on royalty or outright to responsible manufacturer. It is a powerful heater and can be used for heating purposes, for gasoline, wood or coal stoves, heating water, soldering irons, etc. Address for full particulars, WM. T. WHELAN, 1001 South 10th Street, St. Joseph, Mo.

Salesmen Wanted

The Martin Manufacturing Co. of Mason City, Iowa, makers of the very highest classes of sheet metal goods, consisting of a complete line of tin ware, galvanized iron ware, copper nickel plated ware, and three colors in enamel steel ware, have an opening for a few first class experienced tin and enamel ware salesmen. This is a splendid opportunity for a salesman who has the ability to secure a good position. Address all orders or communications to Martin Manufacturing Company, Mason City, Iowa. 23-ufn

Attention

I am going to give some one a good deal on my land for a first-class hardware. No agents. Address W-20, care THE AMERICAN ARTISAN, 355 Dearborn Street, Chicago. 24-2t

WANTED

Experienced Stove Salesman for well known Trade Mark Line. One who can command trade in Illinois; also one who can command trade in Nebraska. Give experience, reference, age and salary expected. Address W-16, care THE AMERICAN ARTISAN, 355 Dearborn St., Chicago. 22-4t

WANTED

Manufacturers or jobbers agency line for Oklahoma territory. Address "Jobber," care of THE AMERICAN ARTISAN, 355 Dearborn Street, Chicago. 21-ufn.

WHY NOT A BUSINESS OF YOUR OWN?

I can tell you of a retail line in which the profits and chances of success are exceptionally large. And I know of a few splendid locations for such stores. Write me to-day for full particulars. EDWARD B. MOON, 13 West Randolph Street, Chicago.

More Money In Razors

There is not a $1.75 or $2.00 razor on the market that can compare with the

"ESKILSTUNA" RAZOR

[Awarded medals at every Exposition]

That I Let You Have at $1.00.

No razor made can surpass it in quality, nor is there one that will give greater satisfaction.

Let me quote you price on a single razor, a dozen, or a gross assorted.

Special terms to salesmen and agents.

J. S. STROM, Importer
7016 South Hermitage Avenue, CHICAGO, ILL.

DIXON'S PIPE-JOINT COMPOUND

for all screw and flange connections. Makes thoroughly tight joints, but allows the joints to be unmade at any time without damage to tools or fittings. Write for free sample.

JOSEPH DIXON CRUCIBLE CO., Jersey City, N. J.

Liquid and paste, one quality.

Of Course You Sell
Black Silk Stove Polish

Because you appreciate the fact that it pleases the consumers, and your trade will continually increase.

5 lb. cans for dealers' use.
Domestic packages for retailing.
Buy through your jobber.

BLACK SILK STOVE POLISH WORKS,
Sterling, Ill.

A Complete Line of THOMPSON Patterns for Furnace Fittings.
98 standard patterns, on paper, $3.00
98 standard patterns, on cloth, $4.00

The Thompson system makes the work of installing sidewall or floor registers easy; any shape, any size stack from 3½x10½ to 5½x15 inches. Elbows from 1 to 18 inches, in 2, 3, 4 and 5 piece.

Thompson fittings have correct lines and will save time and trouble. These patterns are full size, sent post-paid on receipt of price.

H. F. THOMPSON Boat & Pattern Works
507-509 E. Main St., DECORAH, IOWA.

SPECIAL NOTICES.

Wanted

Salesman visiting stove and hardware trade to handle household specialty as a side line; extensively advertised in largest magazines; easy seller; immense sales; big profits. In writing state line you are selling and territory you cover. Address C. E. Swartzbaugh, 1340 West Bancroft Street, Toledo, Ohio. 24-4t

HERE'S YOUR CHANCE

To buy a good up-to-date Warm Air Furnace business commanding the best class of trade in one of the largest cities in Ohio. This is no dead game, but owners are otherwise engaged. A fine chance for a couple of energetic men. Address with full particulars. W-24, care THE AMERICAN ARTISAN, 355 Dearborn Street, Chicago. 25-ufn

FOR SALE OR EXCHANGE

Complete sets of patterns for three sizes of furnace. Burns soft coal without smoke or soot. Covered by letters patent. For hot air or in combination with hot water. A powerful and economical heater, possessing more points to commend it than any other furnace on the market. Will take real estate or stock in a good manufacturing company. Address W-23, care THE AMERICAN ARTISAN, 355 Dearborn Street, Chicago. 25-2t

WANTED

A lecturer to address local meetings of the National Association of Master Sheet Metal Workers and other bodies on the merits of warm air furnace heating and ventilating and on high grade furnace installation. Attractive terms to the right man. Must be an intelligent and enthusiastic believer in the merits of warm air furnace heating. Applicants should state experience and age; and should describe qualifications. All applications will be held in strictest confidence. Address, Federal Furnace League, Wilson Ferguson, Sec'y, No. 435 Mint Arcade, Philadelphia, Pa. 25-2t

WANTED

Good furnace and boiler salesman. State age, experience and salary desired. Address W-22, care THE AMERICAN ARTISAN, 355 Dearborn Street, Chicago. 25-1t

SALESMEN

More salesmen wanted at once to sell great Stove Specialty in Wisconsin and Minnesota. State experience and give references. Address Stove Specialty, care THE AMERICAN ARTISAN, 355 Dearborn St., Chicago. 25-1t.

STOVE SALESMAN

With experience wanted for NEBRASKA, by old established trademark house. Give full particulars in first letter. W 11, care THE AMERICAN ARTISAN, 355 Dearborn Street, Chicago. 21—nc

STOVE SALESMAN

wanted to fill unexpected vacancy in TEXAS, for leading stove manufacturing concern. Address, with full particulars, STOVES, care THE AMERICAN ARTISAN, 355 Dearborn Street, Chicago. 21—nc

SALESMEN

covering the hardware and sheet metal trade can earn liberal commission by soliciting subscriptions to THE AMERICAN ARTISAN as a side line. Write for agents' terms. THE AMERICAN ARTISAN, 355 Dearborn St., Chicago.

WANTED

Stove Salesman for **South Dakota, Southern Minnesota** and **Northern Iowa,** by concern manufacturing a complete line of stoves and ranges. Address W 15, care THE AMERICAN ARTISAN, 355 Dearborn Street, Chicago. 21—nc

Subscription Solicitors Wanted

WANTED—Agents to solicit subscriptions to the THE AMERICAN ARTISAN in every state in the Union. Can be handled as a side line by agents who sell stoves and sheet metal wares. Write for agent's terms and state what territory you can cover.

SUBSCRIBERS who can spare a few hours a week can make money on the side by soliciting subscriptions in their vicinity or among their fellow workers. Write for particulars.

SAMPLE COPIES FREE UPON REQUEST

THE AMERICAN ARTISAN
355 Dearborn St., Chicago

The man who does not advertise, says the Ashland, O., Gazette, simply because his grandfather did not, ought to wear knee breeches and a queue.

The man who does not advertise because it costs money should quit paying rent for the same reason.

The man who does not advertise because he tried it and failed, should throw away his cigar because the light went out.

The man who does not advertise because he doesn't know how himself, ought to stop eating because he can't cook.

The man who doesn't advertise because somebody said it did not pay, ought not to believe that the world is round because the ancients said it was flat.

THE RIGHT KIND
of Oven Thermometer is

THE "ACME"

THE "ACME"

MADE BY EVANS STAMPING AND PLATING COMPANY TAUNTON, MASS.
Western Agent, C. H. MATTHEWS, Detroit, Mich.

LOOKING
for a place to
buy
STOVE
REPAIRS?
Try

A. G. BRAUER SUPPLY COMPANY
316-318 N. Third St., St. Louis Mo.

REPAIRS
TO FIT ALL STOVES AND FURNACES
PROMPT SHIPMENTS ASK FOR ORDER BLANKS
U. S. STOVE REPAIR COMPANY
13-15 South Third St., Minneapolis, Minn.

PEERLESS ENAMEL
ASK YOUR JOBBER
GLOSS BLACK FOR STOVE PIPES AND ALL IRON WORK
ALUMINUM FOR RADIATORS PIPES, ETC.
WRITE FOR SAMPLE
NICKEL PLATE STOVE POLISH CO., MFRS.
CHICAGO

SPERRY'S CALDRONS

Twelve sizes always in stock.

Full measure, guaranteed perfect, original patterns, with metal distributed where it is needed. Many Caldrons are made from our casting as patterns. They are inferior to originals, as they have light bottoms and heavy sides and hold less.

D. R. SPERRY & CO. HOLLOW-WARE FOUNDERS Batavia, Ill.

We have been manufacturing
"Everything you need in your foundry"
Since 1874
Get our 400 page catalog No. 40A
The S. Obermayer Co.
CINCINNATI
CHICAGO
PITTSBURGH

QUINCY PATTERN CO
IRON & WOOD
STOVE PATTERNS
QUINCY, ILL.

PATTERNS
For Stoves and Heaters
First-Class in Wood and Iron
Vedder Pattern Works, Troy, N.Y.
Established 1835

PATTERNS
For Stoves and Heaters
The Cleveland Castings Pattern Co.
CLEVELAND, OHIO

WELLER PATTERN CO
DESIGNS and ESTIMATES FURNISHED FOR ALL KINDS OF STOVE PATTERNS
QUINCY, ILL.

THE Geo. W. Cope STOVE PATTERN WORKS
Cor. Brush and Woodbridge Streets
DETROIT MICHIGAN

C. N. HOOPER, Dubuque, Ia.
Vitreous Enameling
TECHNOLOGIST
Designs, builds and starts new plants, improves quality and reduces the costs in those already established.

THAT PAPER IS THE CHEAPEST WHICH BRINGS THE BEST RESULTS IN PROPORTION TO ITS RATE, NO MATTER WHAT THAT RATE MAY BE.

METAL CEILINGS

THE ONLY ONE

"Invincible Lock Joint"
REGISTERED—U.S. PAT. OFFICE

Others, no matter how long they have been on the market, are lock joint only in name. Ours will help you make the Steel Ceiling business more profitable. Less furring strips and less labor makes a decided advantage. This is not a get-rich-quick scheme that will make you rich with a few jobs, but a practical improvement that will not only help get the orders in competition with anybody, anywhere, but will help you make more money on the job. It will secure you a steady profit on all your work, and that is what counts.

LEARN MORE ABOUT IT.
We have a Good Proposition to offer

F. O. SCHOEDINGER

Columbus, O.
146 North Third Street 148

ARTISTIC METAL CEILINGS
AND SIDE WALLS.

Our ceilings are made from the best quality sheet metal and are admittedly the most accurate and economical made. We offer the largest variety and most beautiful designs on the market and our patterns are new and original, admitting of the highest degree of ornamentation.

We are the only manufacturers of metal ceiling who cut the beads in the dies after they are cast at the foundry. This means absolutely perfect joints and a saving in the cost of erection.

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BEAUTIFUL ART CATALOGUE "A"

WHEELING CORRUGATING COMPANY.

WHEELING CEILINGS

When you are buying, which appeals the stronger to you—

Price or Quality?

True economy is the consideration of quality as you have pleasant recollections of that long after price paid is forgotten.

Wheeling Metal Ceilings

supply the quality and the price is right. Any roofer or tinner can add much to his income by erecting ceilings.

We want good agents. Write at once for our proposition.

Wheeling Corrugating Co.
Wheeling, W. Va.

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Thousands of Designs

Immense stock of Stamped Zinc Architectural Ornaments for Cornice Makers and the Building Trades ready for immediate shipment at attractive prices.

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THE W. H. MULLINS COMPANY
Manufacturers of
Architectural Sheet Metal Work, Statuary, Fireproof Windows and Skylights.
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One Piece of Metal. Any Desired Angle.
Save Expense in Erecting.

Dieckmann's Conductor Elbows

GUARANTEE *F. Dieckmann* Stamped in the Metal.

Galvanized Steel, Charcoal Iron, Copper, Ingot Iron
Terne, Brass, Zinc.

THE FERDINAND DIECKMANN CO.
STATION B, CINCINNATI, OHIO.

PATENTED

SHEETS

Black or Galvanized

Suppose You Put on a Sheet Metal Roof

Which only lasts half as long as it should, is that going to help you to get the job again, when the first roof wears out? Not so that anyone can notice it! The chances are that the owner, disgusted, doesn't put on a **metal** roof the second time, and you lose a good customer and his influence; and sheet metal roofs get a "black eye" in the bargain.

TONCAN METAL meets the demand which exists right now for more lasting Sheet Metal work, and that's just the kind of work it's to your interest to push, because it makes satisfied customers and creates confidence which builds up a growing demand for sheet metal work generally. Don't be the last one to get in line. Ask for particulars of **TONCAN METAL right now.**

PRICES FROM YOUR JOBBER, OR

THE STARK ROLLING MILL CO., CANTON, OHIO

Rust-Resisting
Workable
Durable
Economical

GRIFFITHS GENUINE CHARCOAL IRON ROOFING PLATES
GRIFFITHS GENUINE GALVANIZED SHEETS

KNOBBLING FIRE

The same base material that was made thirty years ago. Nothing but Charcoal Iron rolled into Tin Plate and Sheet Iron at the

GRIFFITHS CHARCOAL IRON MILLS

Knobbling fires, hammers, bar mill and finishing mills at

WASHINGTON, PA.

AMERICAN BESSEMER | BLUE ANNEALED | APOLLO GALVANIZED

SHEET STEEL

We can furnish promptly Corrugated Iron and Steel Sheets, Painted and Galvanized

TRY US ASSORTMENT COMPLETE PRICES LOW

THE BASSETT-PRESLEY COMPANY
CLEVELAND, OHIO

THE BEST PROOF

THAT A GOOD TIN ROOF LASTS IS—THAT IT HAS LASTED.

MF

32 POUNDS COATING

ROOFING TIN

"The Terne which turns the elements"

is not the experiment but the result of long years of testing and service right on the roof. For ductility, durability and heavy uniform coating, MF has always maintained the highest standard of excellence.

One roofer says—"After an experience of over forty years as workman and proprietor in the tinning business, I have never found a roofing plate so satisfactory as MF."

American Sheet and Tin Plate Company,

FRICK BUILDING, PITTSBURGH, PA.

EXTRA SOFT INLAND OPEN HEARTH

INLAND STEEL CO.
CHICAGO

Pure Open Hearth Sheet Steel

Galvanized—Perfectly coated—will not peel.

Black—Blue Annealed and Box Annealed.

Roofing—Painted and Galvanized—all kinds.

Use this brand and you will continue to do so.

Write for Catalogue.

The F.-V. Co. Ornamental One-piece Mitre

THE FINEST ONE-PIECE MITRE ON THE MARKET

—

ORNAMENTAL
DURABLE
CHEAP

Write for Prices and Samples

Friedley-Voshardt Co., 194-204 Mather Street, Chicago

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We operate our own quarries, manufacture and sell all grades of Slate, Roofers' Supplies, Tools, Cement, Nails, Felt.
Write for delivered prices.

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YOU

need a Tinner, Furnace Man or Hardware Clerk. A want ad in

THE AMERICAN ARTISAN

That's all that's necessary to solve the problem.

Here Is the Whole Story in Pictures.

¶ The shingle itself is the most effective made against wear and tear—that's understood. What is the most interesting to you is the profit end. You can lay more Cortright Metal Shingles in a day—cover more space—than with any other roofing.

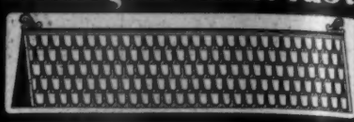
¶ Tinners are now laying pitched roofs with less work and more profit than from the flat roof with its soldered joints.

¶ There's a book we want you to read "Concerning That Roof" a clinching argument, we'll send it as soon as we receive your name.

CORTRIGHT METAL ROOFING COMPANY
Philadelphia and Chicago.

WALTERS'

Shingles that last



Made from Galvanized Tin and Painted Tin
Storm, Rust and Fire Proof
Do you want to increase your business? This is your opportunity. Write for catalogue, samples and prices.
National Sheet Metal Roofing Co.
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HERE IS YOUR OPPORTUNITY

A Three Months' Course in Sheet Metal Pattern Drafting for $5.00

Consisting of the first fifteen full size school drawings 15x20 inches with instructions, covering CONICAL work, ELBOWS, ANGLES, and OFFSETS, GUTTER MITERS, SQUARE AND ANGLE RETURN CORNICE MITERS, SQUARE AND ANGLE FACE MITERS, by short easy methods.

The foundation of Pattern Cutting is gotten from this Three Months' Trial Course

Cut out this coupon and send us with $5.00 and the fifteen drawings and instructions will be sent you by express prepaid.

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Please send to the following address (3) months' drawings and instructions, enclosed find $5.00 payment in full for same.

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Street .....
City .....
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When writing please mention THE AMERICAN ARTISAN.

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AND
SIDEWALLS

Watch this space for our announcements of special features of interest to every contractor.

The Canton Art Metal Co.
CANTON, OHIO

New York Branch
525 W. 23rd St.

Minneapolis Branch
206 South Third St.

C. G. HUSSEY & COMPANY
PITTSBURGH, PENNA.
Manufacturers of

Soft Copper
Copper Gaskets,
Copper Bottoms,
Soldering Irons,
Copper Nails and Tacks
Tinned Copper,
Polished Copper,
Cold Rolled Copper.
Special Shapes Sheared or Stamped
Slating Nails,
PROMPT SHIPMENT FROM STOCK.

Collar Edging Rolls
Deep bead. Positively guaranteed not to cut the metal. Very rapid. No experience required.
Send for circular.
C. DeWITT WAGNER,
Cedar Rapids, Iowa.

Standard Metal Shingles

The Canton Ventilator

Made with Metal and Glass Tops and with and without Automatic closing device.

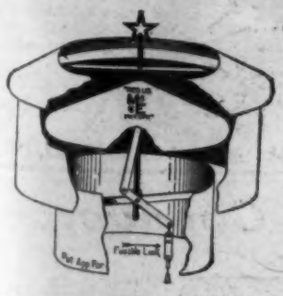
THE CANTON MFG. CO.
CANTON, OHIO
Makers of
Cornice, Skylights, Metal Ceilings, Eaves Trough, Conductor Pipe, Etc.

Metal Roofing and Siding.
Corrugated Sheets, painted or galvanized.
Metal Window Frames and Sash Glazed with wired glass.
Skylights.
Skylight Gearing.

Price list and estimates furnished upon request.

Sykes Steel Roofing Co.
108-120 West 19th Place
CHICAGO, ILL.

THE AMERICAN ARTISAN Want Ads fill your wants.



The "STAR" VENTILATOR
AND
The FIRE RETARDING "STAR" VENTILATOR and DAMPER COMBINED

Embody everything in the Best Scientific Storm Proof Ventilator.

MERCHANT'S METAL "SPANISH" TILES and "GOTHIC" SHINGLES.

These Tiles and Shingles have proved meritorious for years. They are in demand where ornamentation is essential. Also Lightness and Durability are special features of merit.

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"Reg. in U. S. Pat. Off."

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Sole Manufacturers

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Leading Dealers buy ELLER'S PERFECT FIT STEEL CEILINGS because of their advantage over other makes, in being neatly and quickly erected. Send for catalogue.

We are also manufacturers of Tin Plate, Eave Trough and Conductor Pipe, Metal Roofing of all kinds, Cornices and Skylights, and Lock Joint Metal Shingles.

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NEW YORK OFFICE AND WAREHOUSE, 29-31 Lexington Ave.

SO DIFFERENT and SO SUPERIOR, TOO, IS THE

Lundy

Double Blast Soldering Furnace that every tinner will want one.

READ what Greenwaldt, Groteluschen & Co., Gray, Iowa, say of it:

Gentlemen: Yours of the 24th at hand and will say in regard to soldering furnace that it beats any that we ever saw or used, both in hot fire and saving gasoline, and will soon save the price of itself over other furnaces which we have used in gasoline.

Their opinion is echoed by every other user.

Write for our Special Introductory Offer.

Meyer F'd'y & Mfg. Co.

SOUTH BEND, INDIANA

RUBY FLUID

Soldering and Tinning Flux

It is anti-rusting, non-corrosive, non-poisonous and non-explosive, not affected by age, change of temperature, or exposure in open vessels. It is a perfect flux for GALVANIZED and ALL other metals. Shipped in tin cans, ready for use. On approval. Ask for booklet.

The Ruby Chemical Co., Johnstown, Ohio, U. S. A.

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The "TORRID" Square Furnace

The most economical and hottest on the market. Noiseless, odorless and smokeless in operation. Our No. 10 has the greatest range in heating of any furnace made, namely 3 to 12 pound coppers, indoors or on a roof in cold and windy weather. Order of your jobber or we will ship direct for $6.50, on 30 days' approval.

GEO. W. DIENER MFG. CO.

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HAND PUNCHES, SKYLIGHT GEARING and CHAIN LIFTS

Punches ⅞ in. hole in ¼ in. iron.

Tinsmiths, Plumbers, Cornice Makers and Coppersmiths

TOOLS

Pipe Threading Machines || Second-Hand Goods Bought and Sold.

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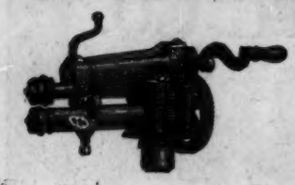
TOOLS FOR SHEET METALS

INCLUDING



No. 2 Beader.

Tinners' and Roofers' Tools, Shears, Punches, Presses and Dies, Can-Making Machinery

MADE BY

Niagara Machine & Tool Works

BUFFALO, N. Y.

PUNCH, SHEAR & BENDER

The Victor

Most practical for sheet metal workers, tinners plumbers, hardware stores, blacksmiths, carriage builders, etc.

Write for Bulletin No. 16.

NAPPANEE IRON WORKS, NAPPANEE, IND.

MARVEL

Patent applied for.

PORTABLE PUNCH No. 20

Made entirely of STEEL

Punches ⅞ in. hole in ¼ in. and equivalent

Let us send you one on trial.

Write for circular and price of this and other Marvel Punches and Shears.

ARMSTRONG-BLUM MFG. CO.
106 N. Francisco Ave., Chicago, Ill.

Plecker's *Corrugated* Expanding *Conductors*

Have no Cross Seams. Made of Galvanized Iron in ten-foot lengths.

Will not burst when full of ice.

CLARK, QUIEN & MORSE, PEORIA, ILL.

MERIT WINS. That is the reason we have such a large sale on the No. 1 Fire Pot. It is made on honor, and has many valuable points of merit. The tank is made of heavy galvanized iron (thoroughly braced), and will stand harder usage and last longer than other metals. The burner represents the highest development of heating efficiency, being made of special generator metal, which produces a clear blue flame intensely hot and uses very little gasoline. If you want the Best Fire Pot on earth try a No. 1; you will be pleased.

Jobbers sell at factory price, or we will ship direct if cash accompanies the order.

No. 1 Fire Pot $6 Net.

CLAYTON & LAMBERT MFG. CO.,
Detroit, Mich., U. S. A.

Ask Your Dealer For The

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SOLDERING FURNACE

And You Will Make No Mistake

Always Ready—No Smoke—No Odor—No Noise—Unexcelled—Unequalled—Unrivaled—Safe—Sure—Durable.

Galvanized Iron, Brass or Copper Reservoir
Equipped with Cylindrical Slotted Burner
MADE ONLY BY
BURGESS SOLDERING FURNACE CO.
COLUMBUS OHIO, U. S. A.

31-inch Forming Roll

This Forming Roll is built in all standard sizes, with our Patented Opening Device, by means of which it is opened and closed in a few seconds. We build a complete line of Shears and Punches, all sizes, for hand or belt power.
Write for Catalog "F."

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Bishop's Quick Working Forms

for closing end of Eave Trough in corrugations, as shown herewith.

You can close an end much quicker, neater and cheaper than in any other way. When you cut a trough, you can put an end in both parts, thus making no waste.

The post will not burst the end out. You can close old work from a ladder.

The form is made in five sizes, 3½, 4, 4½, 5 and 6. For sale by jobbers or tinning specialty houses.

BISHOP HARDWARE COMPANY,
Dowagiac, Michigan.

THE HARRINGTON AND KING-PERFORATING CO.

PERFORATED METALS
OF EVERY DESCRIPTION AND FOR ALL PURPOSES
FOR SCREENS OF ALL KINDS

No. 212 NORTH UNION STREET, CHICAGO, ILL.
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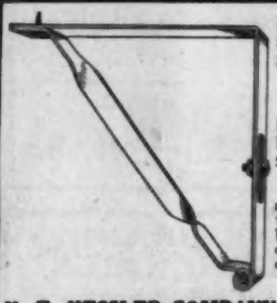
to anyone for asking **CATALOGUE** showing complete line of
TINNERS' AND ROOFERS' SUPPLIES.
Large stock, great variety, prompt shipments.
Get our prices.
BERGER BROS. CO., WAREROOMS AND FACTORY, 100 TO 114 BREAD STREET, PHILADELPHIA, PA.

MR. DEALER—
If you carry bolts and screws in stock, we want to play ball with you. If we can prove to you that we can draw a crowd and make "gate receipts" worth while, you should be willing. Write us

STAR EXPANSION BOLT COMPANY, 147 Cedar Street New York, N. Y.



SYRACUSE STEEL SINK } **Bracket**
Plain, Galvanized and Nickel

Light in Weight
Neat in Appearance
Stronger than Cast Iron

This bracket is detachable and much more easily placed than the ordinary cast bracket. Descriptive circulars and prices on application.

Manufactured by
H. E. HESSLER COMPANY, 502 N. Salina St., Syracuse, N. Y.

CUT THIS OUT

THE AMERICAN ARTISAN AND HARDWARE RECORD
DANIEL STERN, Publisher and Proprietor.
355 Dearborn Street, CHICAGO

Please send us THE AMERICAN ARTISAN each week for three months. At the end of that time we will remit Two Dollars for one year's subscription, or 50 cents in case we decide to discontinue.

Name .....

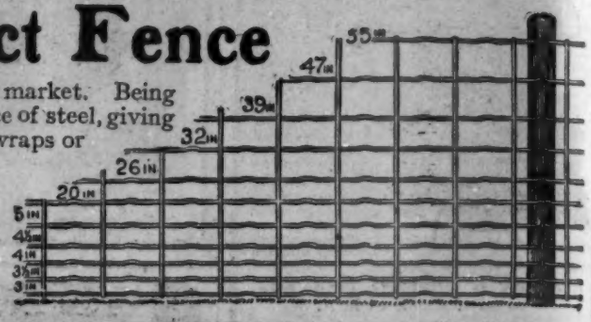
Address .....

Town ..... State .....

Please Your Customers

by furnishing them with the **Electrically Welded**

Pittsburgh Perfect Fence



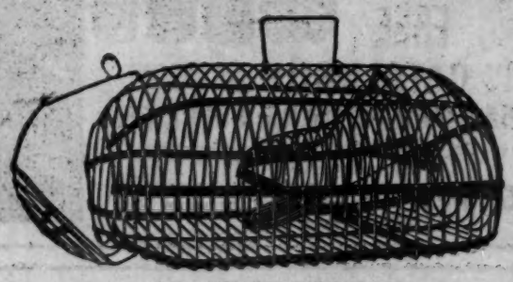
The strongest and the most satisfactory on the market. Being electrically welded, the stay and strand are one piece of steel, giving the joints double strength. This fence has no wraps or clamps to hold moisture and cannot rust. If you want to sell a really good fence, sell

"PITTSBURGH PERFECT"

Write for our descriptive Catalog.

PITTSBURGH STEEL CO., Pittsburgh, Pa.

We Make More Rat Traps Than Any Other Makers in the World.



ALL LOCKED RIBBED

Five Sizes. Steel Wire and Ribs. Patent Flange, Safety Doors. All Traps Lacquered. Rust Proof. Traps always set. Rats cannot escape when in the Trap. Strongest, best made, most salable Traps in the Market.

WRITE FOR 1909 CATALOGUE

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THE BROMWELL BRUSH AND WIRE GOODS CO., CINCINNATI, OHIO.

We Manufacture 12 and 14 Mesh

ALUMINOID

in all widths made of 33 wire.

Heavy in 28 wire.

SEND FOR SAMPLES.

NATIONAL WIRE CLOTH CO., Niles, Mich.

NAILS THAT NEVER RUST

KEYSTONE BRAND GALVANIZED NAILS

CUT OR WIRE

Evenly Coated Perfectly Separated

KEYSTONE NAIL CO., Pittsburgh, Pa.

Send for Catalogue and Prices.

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100 TINNERS' PATTERNS

Complete for $1.00

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Hardware Shelving, Shelf Boxes, Screw Cases, Etc.

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Complete Stock Carried at our Branch

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KANSAS CITY, MO.

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WARREN SYSTEM

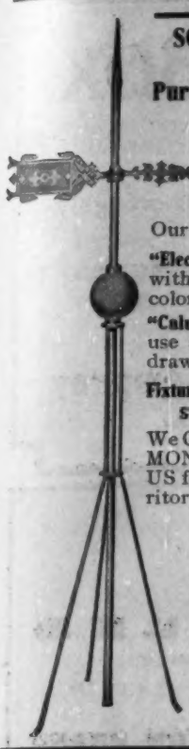
SELF PAYING

HARDWARE STORE EQUIPMENT

IN INTERCHANGEABLE SECTIONS

& SCREW BOLT & GUN CASES

J. D. WARREN MFG. CO. CHICAGO U.S.A.



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Pure Copper Cable
LIGHTNING RODS

Our two brands:

"Electra," 7-16 inch, with or without silver colored strand.

"Calumet," ⅜ inch. We use 99⅞% pure soft drawn copper wire.

Fixtures and Ornaments
STATIC MACHINES

We Can SAVE YOU MONEY. WRITE US for price and territory.

"ELECTRA" LIGHTNING ROD CO.
Dept. "T"
CRESCO, IOWA

LIGHTNING RODS

A Creditable Line for Honest Men

Dealers: There is big money in handling the

Look for this brand — Barnett SYSTEM — Reliable by test

PURE COPPER CABLE

LIGHTNING RODS AND FIXTURES

OVER 98% PURE COPPER. Scientifically made in every respect. Permanent durability characterizes all our fixtures and ornaments. Absolute protection positively guaranteed.

Officially indorsed by Mutual and State-wide Insurance Companies. Consult our reports.

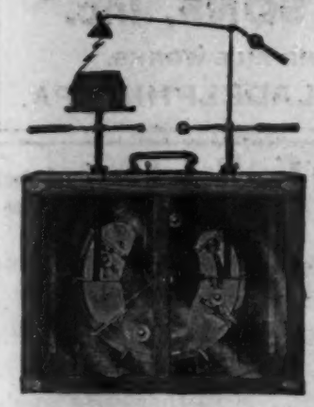
The QUALITY of BARNETT RODS is guaranteed to the purchaser. Sold only thru dealers and reliable agents. Our rods are in demand and there is good profit in handling them.

It should be greatly to your interests to know what you can do with our line. Investigate our agency proposition for this season.

DO IT NOW! Write at once for Catalog and booklet explaining the BARNETT SYSTEM, and prices.

JOS. BARNETT & COMPANY
Dept. 33 RIVERSIDE, IOWA

Lightning Rods



We loan these machines to our customers without charge.

Absolutely Convincing.

We manufacture all kinds of Cable and Section Lightning Rods. Get Our Literature.

E. A. FOY & CO.
450 East Eighth St., Cincinnati, O.

99 87/100 PURE

That is what a sample of the copper wire tested that goes into our famous Copper Cable Lightning Rod. We want to send you a sample and quote you prices on the best goods there are on the market at a price that will surprise you. We loan you one of our improved static machines with first order for 2,000 feet. Also furnish 25 year guarantees. Write today for agency to

Maher & Son Lightning Rod Co., Preston, Iowa

It's all in Our dasher

THE SANITARY FREEZER IN USE IN LEADING HOSPITALS

The Original ALL METAL
"POLAR STAR"

No Other "Just As Good" and They Can't Make 'Em Better.

Best materials procurable enter into their construction.
They are purposefully correct.
They are the most inexpensive good articles of their kind on the market.
They allow a good margin of profit to jobber and dealer.
The consumer gets his money's worth—and more.

Write for Full Descriptions and Prices.

Smith & Hemenway Co.
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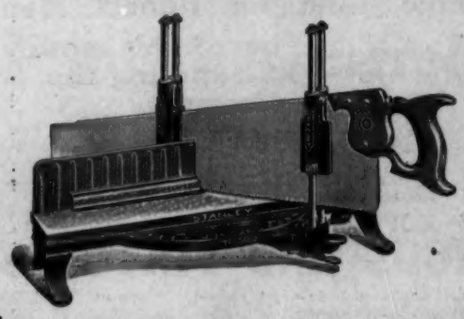
YANKEE [All Steel] DAMPERS and CLIPS

FOR SMOKE PIPE AND FURNACE PIPE

THE S. M. HOWES COMPANY. 40-46 Union St., BOSTON

STANLEY'S NEW MITRE BOX



A Strong and Accurate Tool at a moderate price.

We recommend this box as being thoroughly reliable in every respect.

No. 50½ Without Saw $6.50
No. 60½ With 20 in. Back Saw . . . 9.50

WRITE FOR CATALOGUE

The Stanley Rule & Level Company

NEW BRITAIN, CONN., U. S. A.

DISSTON

SAWS, TOOLS AND FILES

MADE SOLD USED ON MERIT

AND THE CONFIDENCE PLACED IN THE QUALITY AND EFFICIENCY OF THE DISSTON BRAND SHALL BE AS WELL-DESERVED IN THE FUTURE AS IT HAS BEEN DURING THE PAST SIXTY-NINE YEARS

HENRY DISSTON & SONS, Inc.

KEYSTONE SAW, TOOL, STEEL AND FILE WORKS.

PHILADELPHIA, PA.

Parker's Reinforced Slide Solid Jaw Swivel Vise

This Vise is made of Semi-Steel for Extra Heavy Work. It has a Reinforced Sliding Jaw which makes it *much stronger* and *more durable* than other vises. No other vise made has this feature. The Steel Faces are milled and fitted to the Jaws and are Renewable. Made also in Stationary style.

Send for Special Vise Catalog No. 5

The Charles Parker, Co., Meriden, Conn. and 32 Warren St., New York

Light Gray Iron Castings

Builders' Hardware, Dampers and Damper Clips.

OIL AND GAS STOVES, FURNACE LAMPS, MOLASSES GATES, LETTER BOXES, HARDWARE SPECIALTIES.

Write for our complete catalog.

The Taylor & Boggis Fdry. Co., Cleveland, Ohio

LUFKIN

Measuring Tapes

are made in every conceivable variety, to suit every purse and purpose, but all of the same superior quality.

¶ Our extensive advertising creates a demand, that every progressive dealer should be able to satisfy.

¶ It takes but a minute and a postal to ask for our catalog—it's more than worth while.

Please Mention THE AMERICAN ARTISAN

THE LUFKIN RULE CO. Saginaw, Mich., U. S. A.

New York London, Eng. Windsor, Ont.

NOTE ITS SIMPLICITY

Automatic Swivel Vise

Locks Automatically by Tightening the Jaws

Saves 20 per cent Vise Labor

SEND FOR CATALOGUE

ROCK ISLAND TOOL CO. ROCK ISLAND, ILLINOIS, U.S.A.

136 Liberty St. NEW YORK

116 Lake St. CHICAGO

DENVER, 208 McPhee Building

"Yankee Tools"

New Styles—Have You Seen Them?

Are Without Equal in Quality or Efficiency in Practical Use

MAGAZINE RATCHET SCREW DRIVER, NO. 68

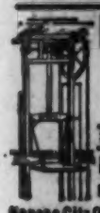
RATCHET DRIVER with SCREW HOLDER NOS. 110-111-115

RATCHET "SCREW EYE" DRIVER, NOS. 80 and 81

ASK YOUR JOBBER ABOUT THEM

Send for "Yankee" Tool Catalog.

North Bros. Mfg. Co., Philadelphia



ELEVATORS

Improved, Quick and Easy Rising Steam, Electric and Hand Power.

SEND FOR CIRCULAR

KIMBALL BROS. CO.

1031 Ninth St., COUNCIL BLUFFS, IOWA

Kansas City Office, Water Works Bldg., Kansas City, Mo.

STANDARD HORSE NAIL CO.

NEW BRIGHTON, PA., U.S.A.

MANUFACTURE

A Full Line of Horse Nails

Send for Catalogue, Prices & Samples.

The Highest Grade File Made.

DELTA

TRADE MARK DELTA

DELTA FILE WORKS

CARVER FILE CO.

PHILADELPHIA, PA.

An independent organization not connected with the trust in any form, shape or manner.

FILES OF QUALITY

FILES

The File You Will Eventually Use.

CUT THIS OUT

THE AMERICAN ARTISAN AND HARDWARE RECORD

DANIEL STERN, Publisher and Proprietor

355 Dearborn Street, CHICAGO

Please send us THE AMERICAN ARTISAN each week for three months. At the end of that time we will remit Two Dollars for one year's subscription, or 50 cents in case we decide to discontinue.

Name.....

Address.....

Town..... State.....

THINK TWICE

before you put in a new stock of Milk Cans. Don't buy the same line you've always carried just on that account.

You want the can on which you can make the best profit in the long run.

You want the can that will be sure to satisfy your customer.

Look for the best can that you can find

THEN BUY STURGES MILK CANS.

You'll sell more of them because your customers demand the can that is easiest to clean and that will stand many years of handling.

There are no poorly soldered seams in Sturges Cans, to scratch hands and harbor germs, they're as smooth as glass.

They are built by skilled labor, of the best steel plate and heavily tinned and retinned, in our own factory.

Send for Free Catalog 75 before you order.

STURGES & BURN MFG. CO.

Factory—Harrison, Green and Peoria Streets.
Office—235 So. Green Street,
CHICAGO, ILL.

The LENOX HOTEL
BUFFALO

Modern High Grade Fireproof

OUR OWN RAPID ELECTRIC CARRIAGES EXCLUSIVELY FOR PATRONS, operate continuously every few minutes from Hotel through Business District and to all Depots for principal trains.

EUROPEAN PLAN.
Rates $1.50 per day and upward.

GEORGE DUCHSCHERER, Prop.

The BUFFALO MFG. CO.
BUFFALO, N. Y.

High Grade Standard Metalware

These Are ALL Good Sellers

Chafing Dishes
Table Kettles and Stands
Coffee Extractors
Water Filters
Nursery Chests
Crumb Trays and Scrapers
Tea and Bar Urns

Bathroom Fixtures

Wine Coolers
Water Coolers
Baking Dishes
Coal Vases and Hods
Candlesticks
Cuspidors
Match Safes
5 O'Clock Teas
Jardinieres, etc., etc.

Write for Our Illustrated Catalogue Today

A TRIAL ORDER WILL CONVINCE YOU

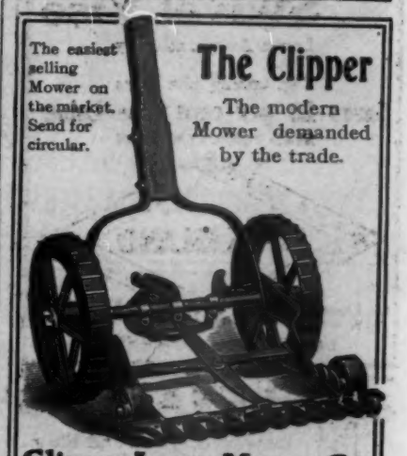
BRANCH OFFICES

18 Warren Street - - - - New York
1430 Arapahoe Street - - Denver, Colorado
40 Dearborn Street - - - - Chicago
51 Young Street - - - Toronto, Canada

The easiest selling Mower on the market. Send for circular.

The Clipper

The modern Mower demanded by the trade.



Clipper Lawn Mower Co.
DIXON, ILL.
Manufacturer of Hand and Pony Mowers and Marine Gasoline Engines

"Dime" Screen Door Check

Stops the slamming of the Screen Door

Sold at all Hardware Stores.

Send for circular and ask for prices.

By mail, 12 cts.

CALDWELL MFG. COMPANY
41 Jones St., Rochester, N. Y.

Washing Machines Are Staple—
They are good Things to use Which makes Them good To sell—
That is if They are Reliable Machines.

The White Line Of Washing Machines are Reliable—
Fully guaranteed—
Safe to buy—
And safe To sell.
Do you Handle Them?

White Lily Mfg. Co.
1500 Rockingham Road, Davenport, Iowa.

CUT THIS OUT

The American Artisan and Hardware Record
Daniel Stern, Publisher and Proprietor
355 Dearborn Street, CHICAGO

Please send us THE AMERICAN ARTISAN each week for three months. At the end of that time we will remit Two Dollars for one year's subscription, or 50 cents in case we decide to discontinue.

NAME .....
ADDRESS .....
TOWN .....
STATE .....

YOU'LL HAVE TO HURRY

If you wish to catch up with the

"SPEEDY"

A Washer with exceptional all 'round quick action.

Noiseless and easy running.

Pleases instantly and sells quickly.

Accident proof—all working parts are covered.

Lightest weight high-speed gearing on the market.

Can be operated in either a standing or sitting position.

Guaranteed to do the work and do it right.

WRITE US TODAY.

H. F. BRAMMER MFG. CO.

DAVENPORT, IOWA

AUTOMATIC SANITARY ICE CREAM FREEZER

The FREEZER that has made the Sweat-making, Back-breaking, Crank-Freezer Out-Of-Date.

¶ There is not another Freezer like it on the market. ¶ It has no dasher, crank nor gears to get out of order and is so easy to operate that a mere child can do the freezing. ¶ Its cylinder is rust-proof and absolutely sanitary, being made of white enameled steel; inside cover of aluminum. ¶ This Freezer is made with 1, 2, 3 or 4 cylinders of 1 to 4 quarts capacity each. ¶ It will freeze cream in five minutes. ¶ Send for descriptive matter and prices.

The New England Enameling Co.

MIDDLETOWN and PORTLAND, CONN.

H. GINSBURG,
Sales Agt., 736 Broadway, New York

Get Busy

Women are planning the making of Wine, Jellies and Fruit Butters from berries of all kinds, currants, grapes, tomatoes, quinces, pineapples, etc. They need the

Soon they will be clamoring for the right machine, the only machine that will really do all of these things, the

"Enterprise" Fruit, Wine and Jelly Press

Beyond all competition worthy of the name. Guaranteed superior to all other Presses. Directions accompany each machine. Order to-day from your jobber.

Other seasonable things in our catalogue for every month in the year are the famous "Enterprise" Meat and Food Choppers; Rapid Grinding and Pulverizing Mills; Sausage Stuffers and Lard Presses; Bone, Shell and Corn Mills; Cold Handle Sad Irons; etc.

Get our advertising aids for dealers

The Enterprise Mfg. Co. of Pa. Philadelphia, U. S. A.

21 Murray Street, New York City — 438 Market Street, San Francisco

Makes Good Toast

Toast can never be served badly burned or hardly browned when made with the

Perfection Toaster

The flame does not come in contact with the bread at all when this toaster is used. It is spread evenly under a perforated disc and produces a uniform brown and tender toast.

By placing an ordinary cake griddle on top of the toaster a deliciously baked cake will result.

The **Perfection** is the most popular toaster on the market. It will make a hit with your customers.

Write for Prices to-day.

Kinne Mfg. Co., Minneapolis, Minn.

Cleaver and Tenderer 5—Grades

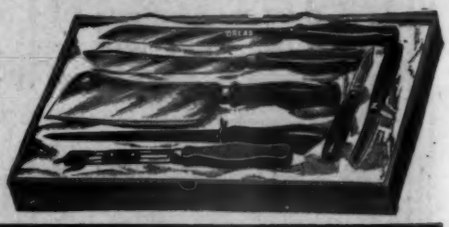
No. 501
"SURE-CUT"
Can Opener and Cap Lifter

We manufacture a large line of Bread, Butcher, Carving and Paring Knives, Can Openers, Family Cleavers, Shoe and Putty Knives, Wall Scrapers, etc.

WRITE FOR PRICES

IRA F. WHITE & SON CO.
NEWARK, N. J.

SPECIAL KITCHEN SETS



THE AMERICAN ARTISAN ADVERTISING MANUAL

A NEW ONE, JUST OUT. The most complete and most valuable treatise upon the subject of advertising as it is applicable to the retail merchant ever published. :::: NO DEALER CAN AFFORD TO BE WITHOUT IT.

Price $3.50 Per Copy. For Sale by Your Bookseller or by

DANIEL STERN, Publisher, 355 Dearborn Street, Chicago, Ill.

Every Retailer

should secure a copy of

THE AMERICAN ARTISAN ADVERTISING MANUAL

Experts agree that it is a book of inestimable value to those who wish to prepare advertisements that will bring results.

Read their opinions as given below:

From "DOMESTIC ENGINEERING," Chicago

"The book is of undoubted worth as an aid to the retail merchant in preparing that desirable but illusive style of advertising copy known as "printed persuasion."

From "NATIONAL HARNESS REVIEW," Chicago.

"Its pages teem with salient points concerning texts, typographical displays and other essentials which go into the make-up of a business getting announcement."

From "PRESTO," Chicago.

"It would be impossible to estimate the value of the book to hardware merchants."

From "TRADE," Detroit, Mich.

"This book is thoroughly practical."

From "THE BUFFALO EXPRESS," Buffalo, N. Y.

"It contains many reproductions of successful advertisements."

From "THE WEEKLY IMPLEMENT TRADE JOURNAL," Kansas City, Mo.

"It is a reproduction of the retailers advertisements and criticisms of same."

From "FARM IMPLEMENT NEWS," Chicago.

"It is a compilation of all kinds of display advertisements as they actually appeared in different newspapers."

From "THE HOUSE FURNISHING REVIEW," New York.

"This book is useful to the ad man."

From F. R. SWITZER CO., "SUCCESSFUL ADVERTISING," Utica, N. Y.

"We have glanced through THE AMERICAN ARTISAN ADVERTISING MANUAL, and it certainly ought to be of considerable interest to the retail hardware trade, and we think you deserve considerable credit for the undertaking."

From "THE THRESHERMEN'S REVIEW," St. Joseph, Mich.

"A very effective monitor of retail advertising." "It should be a very valuable book for the dealer who wants newest ideas and best methods of expression in ad writing."

From "HARDWARE," New York.

"The book is a practical help for hardware dealers."

From "STOVES AND HARDWARE REPORTER," St. Louis, Mo.

"A fund of information on the subject of advertising calculated to enable the retail dealers to obtain the best results from newspaper advertising."

From "THE METAL WORKER," New York.

"THE ADVERTISING MANUAL will be found of assistance to stove dealers, sheet metal workers, plumbers, hardware men and all who seek to extend their business by advertising."

From "THE TRADESMEN," Chattanooga, Tenn.

"If the average hardware or stove dealer, to whom this book should prove of especial benefit, had some assistance in the preparation of his advertising copy, he would be able to prepare advertisements at all times that would be of the business getting kind."

It should have a place in every store.

Improve your advertising, Mr. Dealer. THE AMERICAN ARTISAN ADVERTISING MANUAL will aid you. Secure a copy to-day.

The book retails at $3.50, and it can be obtained from your bookseller or from

DANIEL STERN

PUBLISHER

355 Dearborn Street, Chicago

PACKED IN KEGS WITH RED HEADS

To describe the manufacture of

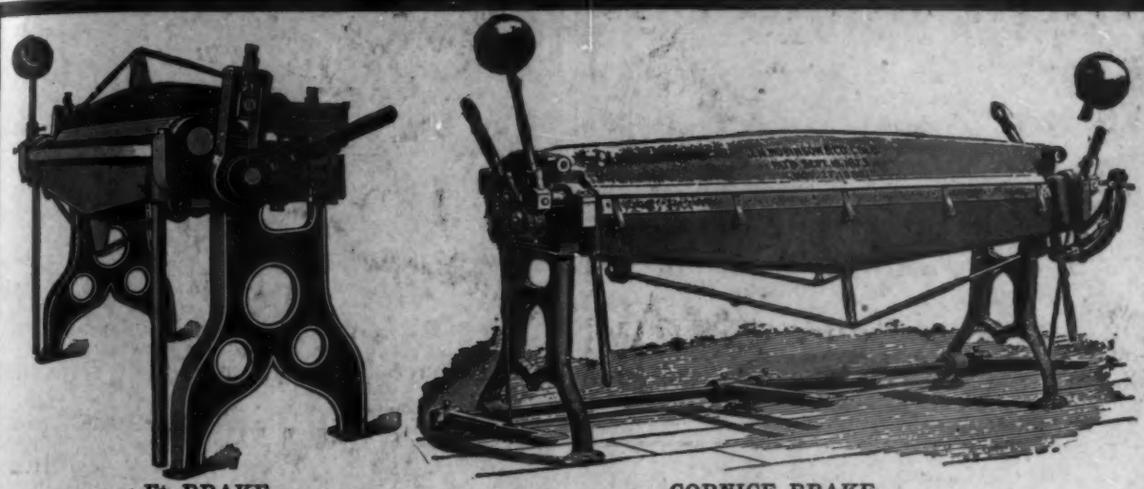
JUNIATA HORSE SHOES

is to write the history of iron and steel making, thus showing the results of ages of experience as embodied in these good Shoes.

This experience is first brought to bear in digging the ore from the ground, and then follows through the furnaces, and the many operations of shaping, to the finished Shoe. Each process is under the keen eye and is guided by the hands of painstaking and highly-skilled men, whose lives have been spent each in his particular line of work.

The united result, up to the time we offer for sale the finished keg of shoes, is that of the highest and best that good workmen can produce.

Made of Steel or Iron, in Standard Sizes and Patterns, adapted to both city and country use.



4 Ft. BRAKE
Capacity, 12 Gauge.

CORNICE BRAKE
Capacity, 20 Gauge and Lighter.

THE J. M. ROBINSON MFG. CO.

Manufacturers of Sheet Metal Working Machinery

3282 to 3288 Spring Grove Avenue CINCINNATI, OHIO

Dealers! This Is For You!

A new book, just published, which should have a place in every store:

THE AMERICAN ARTISAN ADVERTISING MANUAL

This is a book worth many times its original cost to any dealer who advertises. In its 278 pages there are exactly 228 illustrations of advertisements that have actually been inserted by dealers all over the country in their local papers.

The advertisements are all comprehensively criticised—their weaknesses indicated—their strong features favorably commented on to the end that any dealer by applying the countless hints and suggestions to his own copy can greatly increase the effectiveness of his advertisements.

If your advertisements are not producing the desired results, consult this book for the reason. It will not only give the reason, but show you how to avoid the mistakes you have been making.

Are your ads unattractive? The subject of "display" is given space throughout the book.

Is there any question concerning your advertising upon which you would like expert opinion? THE AMERICAN ARTISAN ADVERTISING MANUAL will supply it.

It is an ever-ready reference book and no enterprising dealer should be without it.

The book is elegantly gotten up in a durable manner and is cloth bound.

The price is $3.50 per copy. For sale by your book seller
OR BY

DANIEL STERN, PUBLISHER,

355 Dearborn Street Chicago, Illinois.

SIX SHOTS

"STANDARD" RIFLES

HIGH POWER

AUTOMATIC and HAND OPERATED

TAKE-DOWN REPEATERS

25-35
.30-30

32 and
35 Cal.

Ready for the trade about JULY 1st.

SIX OF MANY REASONS why there will be a great demand for our Fire Arms:

1—Simplicity of Operation.
2—Instantly Taken Down.
3—In rapid firing, the aim is not disturbed as the position of hand on grip is not changed.
4—Ease of Loading the Magazine.
5—Absence of Recoil in Automatic.
6—Accuracy to be depended upon.

STANDARD ARMS CO., 133 F Street, Wilmington, Del., U. S. A.

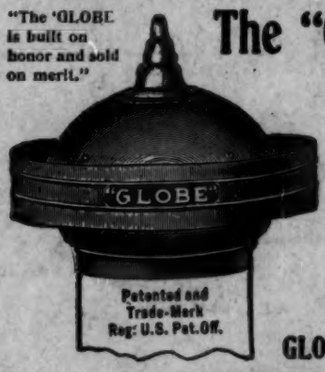
REG. NOT ENT'D. JAN 27 1909

THE IMPROVED ONE-PIECE MITER

This miter is made absolutely correct, true to shape, size and bead, and has the easiest connecting slip joint. Will save your time and temper. In case your supply house cannot furnish them send your order direct to the

J. E. WHITACRE MFG. CO.
ROCKFORD, ILL.
Manufacturers of Sheet Metal Specialties.

"The 'GLOBE' is built on honor and sold on merit."



The "GLOBE" Ventilator

in COPPER, GALVANIZED IRON and with Glass Tops for Sky-light purposes.

ABSOLUTELY STORM PROOF
For Perfectly Ventilating Schools, Churches, Halls, Mills, Factory and Audience Rooms of Every Character
SMOKY CHIMNEYS CURED

"GLOBE VENTILATED RIDGING"
Send for Pamphlet
MANUFACTURED BY
GLOBE VENTILATOR CO., Troy, N. Y.

SNAP HOSE COUPLING

SAVES TIME, HOSE AND TEMPER

Prevents kinking and makes a quick and easy connection. Absolutely the best hose coupling on the market. Three years of success behind it. Write for particulars.

STUBER & KUCK, Peoria, Ill.

TRADE MARK SCOTT'S IC EXTRA COATED REGISTERED HAMMERED OPEN HEARTH

FOLLANSBEE BROS. CO. SAMFIELD PROCESS IC PITTSBURGH 1909 HAMMERED OPEN HEARTH

FOLLANSBEE OLD RELIABLE IC RE-DIPPED HAMMERED OPEN HEARTH

FOLLANSBEE BROS. CO. SECURITY PITTSBURG IC HAMMERED OPEN HEARTH

THE FOUR BEST BRANDS OF
ROOFING TIN

The brand that always satisfies.

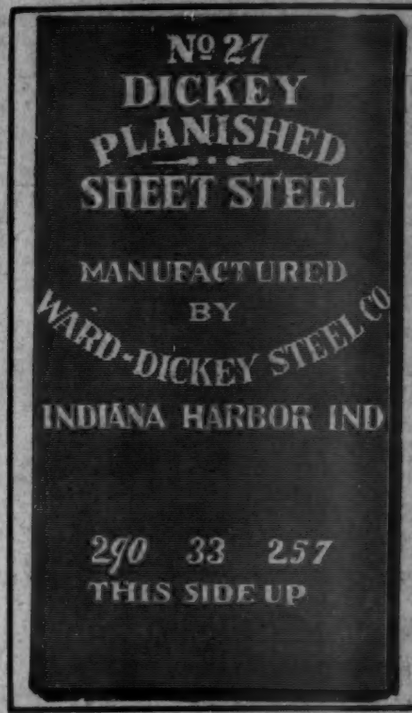
Guaranteed to last 15 years.

As good as the best brands of other manufacturers and jobbers.

Economy with lasting quality.

Produced by the Old Welsh Process

Follansbee Brothers Company
TIN PLATE MANUFACTURERS
PITTSBURGH



Of what use will the Panama Canal be to the United States, with no merchant ships to sail it?

It would cost less to build another navy and station it in the Pacific —"Johnny on the Spot."

A FAST SELLING ITEM
and one which leaves the dealer a good profit is our

BERLIN KETTLE

Made with tin or enameled cover.
Our line consists of over 500 fast selling items.

Like all our goods it is strictly first class and sells at a reasonable price.

WRITE FOR CATALOG.
Star ★ Enameling & Stamping Co., PITTSBURGH, PA.

Drink Pure Water

The No. 50 Star Pump shown here will positively purify the water in any well or cistern in a short time.

This purifying feature alone makes it the only pump fit to put in any well where the water is used for household purposes, for it will surely save its cost in the doctor's bill many times over.

As it is made of No. 24 gauge galvanized iron it is a very substantial and handsome outfit, and will last for years.

Our line of puritying pumps is very complete. So is our line of Galvanized Chain Pump Curbs and Tubing.

Ask your jobber for Star Pumps.

Star Bucket Pump Company
ST. LOUIS, MO.

YALE
Russia finish, pat. Lock
STOVE PIPE

It is made of a very high grade of uniform color Blue Polished Steel and is coated to prevent rusting. Made in all sizes. Packed twenty-five and fifty joints to crate. For sale by the jobbing Hardware Trade throughout the United States. Mfg. by HEMP & CO. 2nd and Chouteau Ave., ST. LOUIS. In the event Your jobber does not handle this pipe, send Your inquiries to us.

The **"CENTENNIAL"**
RAIN-WATER-CUT-OFF

The strongest, most durable and cheapest CUT-OFF on the market.

The only single cut-off made to fit **Corrugated** and plain pipe and which can be used without extra pipe or elbows. For sale by all leading jobbers.

Manufactured only by
The Sullivan-Geiger Co.
19 & 21 E. South Street, Indianapolis, Ind.